

FIG. 2

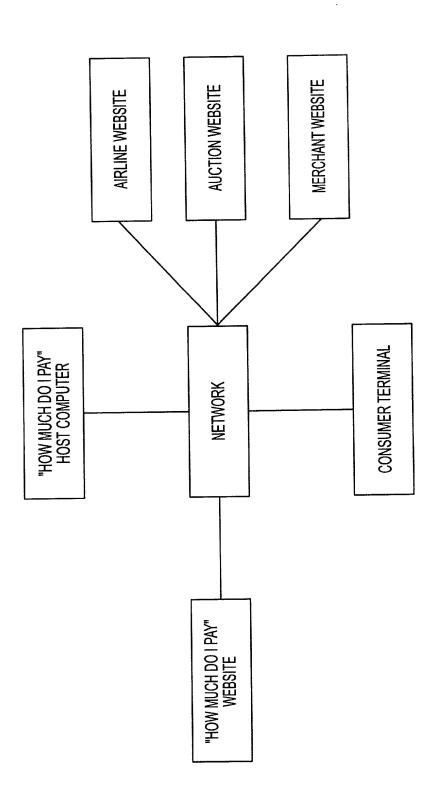
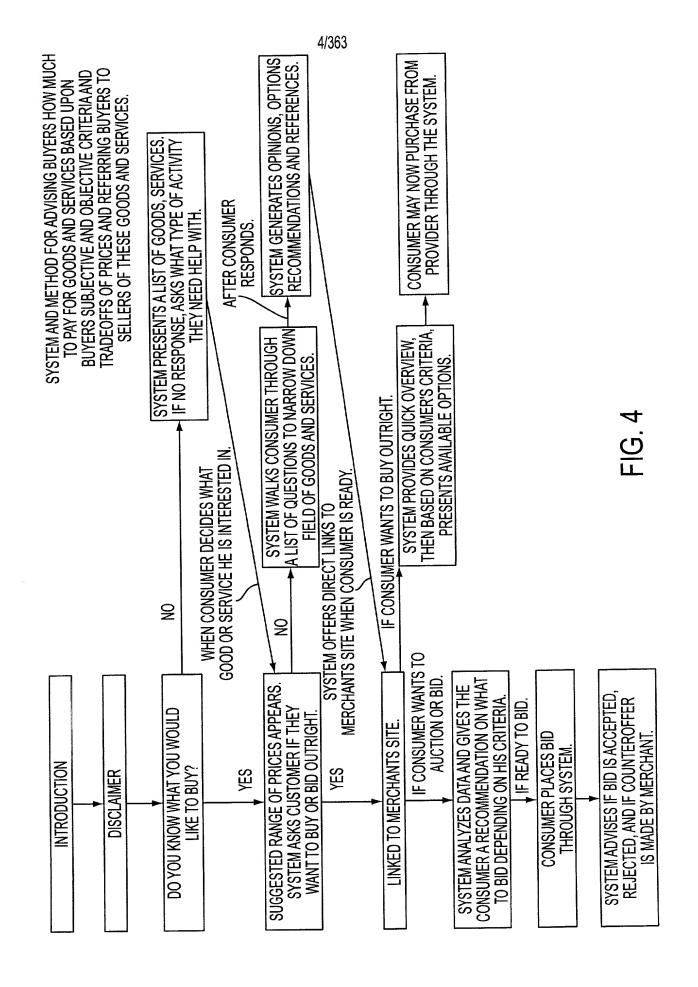


FIG. 3



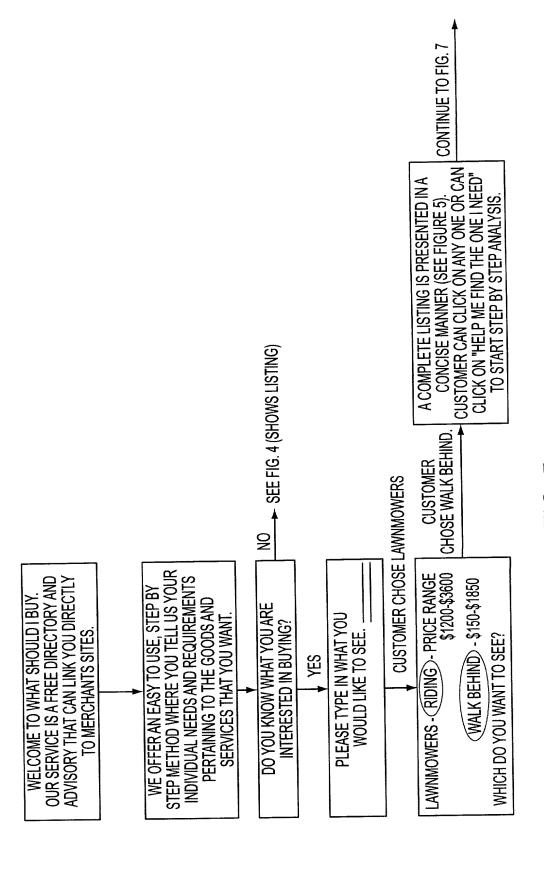


FIG. 5

#### CUSTOMER DID NOT KNOW WHAT HE WANTED TO BUY.

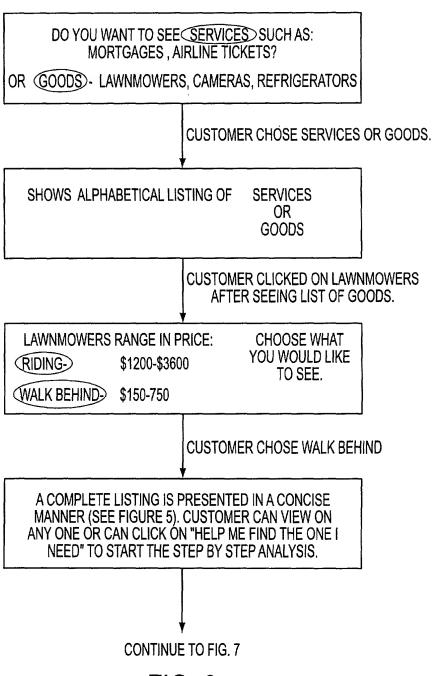


FIG. 6

CONTINUE TO FIGURE 8																	CONTINUE TO FIGURE 9
	GENERAL SPECIFICATION	3.0 HP 18" BLADE	3.0 HP 18" BLADE	19" BLADE	19" BLADE	20" BLADE	20" BLADE	21" BLADE	22" BLADE	22" BLADE	22" BLADE	22" BLADE	22" BLADE	22" BLADE	22" BLADE	22" BLADE	
	GENER	3.0 HP	3.0 HP	3.5 HP	3.5 HP	4.0 HP	4.0 HP	4.5 HP	4.5 HP	5.0 HP	5.0 HP	5.7 HP	5.5 HP	5.0 HP	5.0 HP	6.5 HP	
CUSTOMER CHOSE WALK BEHIND LAWNMOWERS (CLICK TO VIEW) —	MODEL NUMBER	BH12	E25	ATX	D42	EASY CARE	LAWNMASTER 1	4.5	45X	C235	MASTER CUSTOM 5.0 HP	57A	GRASS PRO	M59	225	652	
	MSRP (MAY VARY)	\$119	\$122	\$135	\$149	\$185	\$250	\$325	\$390	\$430	\$480	\$520	\$595	\$650	\$720	\$850	D THE ONE I NEED.
CUSTOMER CHOSE W	MANUFACTURER	TORO	SNAPPER	JOHN DEER	BRIGGS & STRATTON	TORO	JOHN DEER	HONDA	ACE HARDWARE	SNAPPER	LAWN BOY	HONDA	TORO	JOHN DEER	SNAPPER	HONDA	HELP ME DECIDE / FIND THE

FIG. 7

**CUSTOMER CHOSE WALK BEHIND LAWNMOWERS** 

SCREEN DISPLAYS A PHOTOGRAPH IF AVAILABLE, MORE DETAILED SPECIFICATIONS FROM THE MANUFACTURER AND A GENERAL DESCRIPTION OF FEATURES AND USES. PART OF THIS DESCRIPTION IS WRITTEN BY THE "WHAT SHOULD I BUY" STAFF WITH THE APPROVAL OF THE MANUFACTURER. (IF AVAILABLE FROM MANUFACTURER OR DEALER) (IF MANUFACTURER OFFERS A BID SYSTEM FOR THIS MODEL) HELP ME DECIDE / FIND THE ONE I NEED. I WOULD LIKE TO BUY DIRECT. CLICK BELOW WHERE CAN I BUY THIS? I WOULD LIKE TO BID.

FIG. 8

CUSTOMER CHOSE I WOULD LIKE TO PURCHASE ONLINE.

PLEASE TELL ME YOUR ZIP CODE

THE CLOSEST DEALER WITH THIS MODEL IS FARM AND FAMILY IN AUBURN, NEW YORK (2715 GRANT AVENUE 252-1711; OPEN 7:00 A.M. - 9:00 P.M. M-S THE PRICE IS \$323.00

→ GOES TO 11

SEE OTHER DEALERS?)

YOU MAY GO TO SEE IT, CALL TO CONFIRM AVAILABILITY, OR

9/363

PLEASE SHOW ME

OVERSTOCKED LAWNIMOWERS MANUFACTURER'S SPECIAL DEALS ON DISCONTINUED OR

PURCHASE ONLINE

CUSTOMER CHOSE TO PURCHASE ON LINE

EXP. DATE VISA/MASTERCARD. E-MAIL ADDRESS: CREDIT CARD #. ADDRESS: PRONE: NAME:

AMOUNT: \$323.17 PLUS 7% SALES TAX - TOTAL \$345.79 DELIVERY AND SET UP (OPTIONAL \$15.00)

TOTAL W/ DELIVERY AND SET-UP

FIG. 9

**GOES TO 12** 

CUSTOMER CLICKED ON "I WOULD LIKE TO BID"

THIS MODEL IS AVAILABLE FOR BIDDING AMONG CERTAIN DEALERS. [ENTER] PLEASE SPECIFY HOW FAR YOU ARE WILLING TO TRAVEL (\_\_\_\_\_\_) MILES. [ENTER]

THE AVERAGE MSRP IS \$325.00 PLUS TAX.
BASED ON MANUFACTURER'S COMMENTS TO OUR COMPANY I WOULD NOT ADVISE BIDDING LESS THAN \$285.00.

YOU ARE NOT OBLIGATED TO BUY UNLESS YOU ARE COMPLETELY SATISFIED. IF YOUR BID IS ACCEPTED YOU WILL GUARANTEE IT WITH YOUR CREDIT CARD TO RESERVE IT.

READY TO BID?

NOT YET

YES

CUSTOMER CHOSE YES.

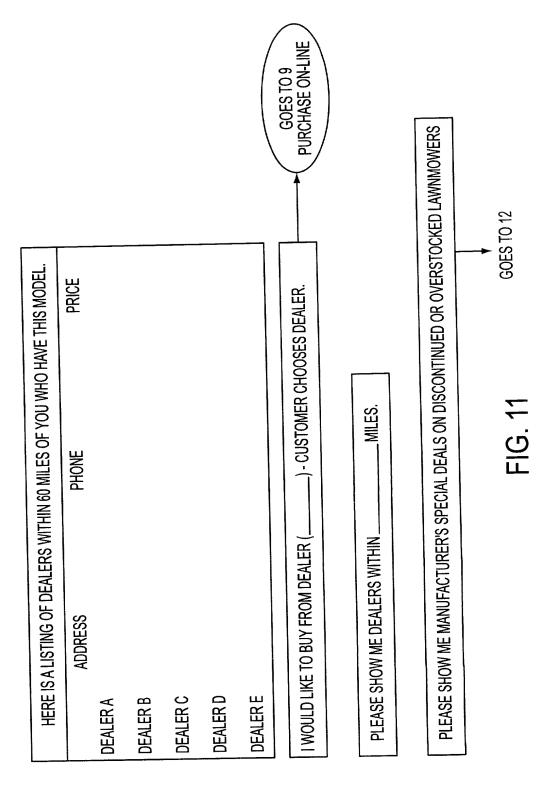
MY BID IS \$285.00

WE WILL NOTIFY YOU BY E-MAIL CONCERNING RESPONSES FROM DEALERS. THANK YOU

PLEASE SHOW ME MANUFACTURER'S SPECIAL DEALS ON DISCONTINUED OR OVERSTOCKED LAWNIMOWERS

FIG. 10

CUSTOMER CHOSE TO SEE OTHER DEALERS.



8	SYSTEM DISPLAYS A LISTING IN ORDER OF COST.	ORDER OF COST.	
MANUFACTURER	SPECS	PRICE	SHIPPING
SNAPPER	3.0 HP 20" BLADE	\$195 (REGULAR PRICE \$ 235)	\$ 10 - 15
ACE HARDWARE	3.5 HP 20" BLADE	\$215 (REGULAR PRICE \$ 260)	\$ 10 - 15
GREEN KEEP	4.0 HP 21" BLADE	\$225 (REGULAR PRICE \$ 270)	\$ 15 - 22
JOHN DEER	4.5 HP 22" BLADE	\$294 (REGULAR PRICE \$ 335)	\$ 15 - 25
TORO	5.0 HP 22" BLADE	\$352 (REGULAR PRICE \$ 395)	\$ 15 - 25

YOU MAY PURCHASE THESE ON-LINE RIGHT NOW.

CLICK ON THE LAWNIMOWER THAT YOU WOULD LIKE TO BUY.

GOES BACK TO 6A - PURCHASE ON-LINE

FIG. 12

the way that the first that the way the same that is him and that after the

CUSTOMER CLICKED ON "HELP ME DECIDE"

(BRIEF INTRODUCTION AND SUMMARY OF THE FIELD)

AS YOU CAN SO THAT WE MAY RECOMMEND THE BEST WALK BEHIND LAWNMOWER ET'S GET STARTED. PLEASE ANSWER AS MANY QUESTIONS FOR YOU.

DIFFER IN THEIR POWER, CUTTING WIDTH, OVERALL SHAPE, GRASS CUTTING OR MULCHING ABILITY, EASE OF USE IN DIFFERENT TERRAIN, AND PROPULSION SYSTEMS. WALK BEHIND MOWERS ARE AVAILABLE IN A NUMBER OF DIFFERENT STYLES THAT

SOMETIMES VERY SHORT SHORT MEDIUM **PER WEEK** MONTH 9 3 1/2" & UI 2 1/2"-3 1/ WHAT HEIGHT DO YOU LIKE TO KEEP YOUR GRASS? . HOW OFTEN DO YOU USUALLY CUT YOUR GRASS? . YES DO YOU BAG YOUR LAWN CLIPPINGS? \_ HOW LARGE IS YOUR LAWN?

INDIVIDUAL REQUIREMENTS PERTAINING TO USAGE AND **EXAMPLE OF QUESTIONS** 

SOMEWHAT SOME STEEP HILLS? YES IS YOUR LAWN CUTTING AREA LEVEL? SOME HILLS (MODERATE)? IS YOUR TERRAIN ROCKY OR CONTAIN LOTS OF ROOTS?

DO YOU PREFER A SELF PROPELLED OR STANDARD PUSH MOWER?

DO YOU HAVE ANY CORNERS AND CURVES TO NEGOTIATE?

(BUFFALO GRASS, ST. AUGUSTINE, WELL ESTABLISHED BERMUDA)

(RYE, FESCUE, BENTGRASS, BLUEGRASS)

SOMETIMES

2

(BERMUDA, JOHNSON, HYBRID MIX)

MODERATE HEAVY

NE NE

HOW WOULD YOU DESCRIBE YOUR GRASS DENSITY?

DO YOU LIKE TO MULCH?

CUSTOMER CLICKED ON "HELP ME DECIDE"

BASED UPON YOUR NEEDS AND REQUIREMENTS THE: (LISTS FEATURES THAT SYSTEM DETERMINES ARE IMPORTANT AND THOSE THAT ARE OF LESSER IMPORTANCE. SYSTEM ALSO DESCRIBES WHY THE KEY FEATURES WOULD BE BENEFICIAL OR NOT TO THE PARTICULAR CUSTOMER BASED ON THEIR YOU MAY CLICK TO VIEW MORE OR PLACE AN ORDER AT ANY TIME. PLEASE SAVE MY INFORMATION, I'M NOT SURE RIGHT NOW BASED UPON YOUR ANSWERS WE RECOMMEND THE FOLLOWING ORDER. WOULD YOU LIKE TO SEE MORE FROM A PARTICULAR MANUFACTURER? **DEFAULT BOX** KEY FEATURES X,Y,Z,M,D,F,B M,D,F X,Y,Z,M X,Y,M BRAND AND MODEL 1. A. - PRICE X 2. B. - PRICE X 3. C. - PRICE X 4. D. - PRICE X RESPONSES.

FIG. 14

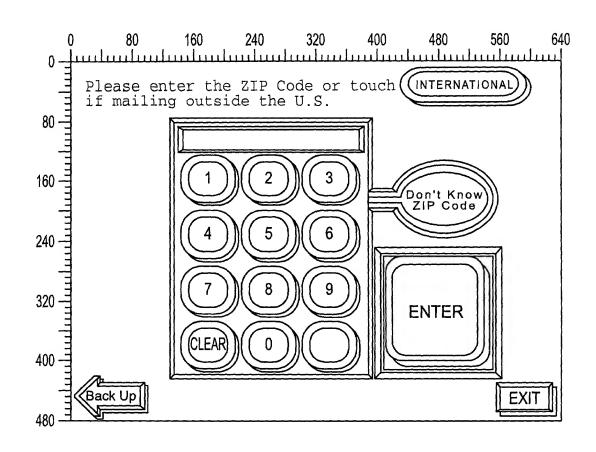


FIG. 15

UNITED STATES SEARCH STAMPS TRACK/CONFIRM ZIP CODES POSTAL SERVICE RATE CALCULATOR CHANGE OF ADDRESS HOME

DOMESTIC RATE CALCULATOR (OR GO TO INTERNATIONAL RATE CALCULATOR) WHAT WOULD YOU LIKE TO MAIL?

LETTER (MINIMUM SIZE: 5" LONG, 3-1/2" HIGH, AND 0.007" THICK)

LARGE (TALLER THAN 6-1/8" OR LONGER THAN 11-1/2" OR THICKER THAN 1/4")

ENVELOPE
POSTCARD

(MAXIMUM SIZE: 6" LONG, 4-1/4" HIGH, AND 0.016" THICK) (IF ANY DIMENSION EXCEEDED USE LETTER OR LARGE ENVELOPE RATE)

**PACKAGE** 

LARGE (THE LENGTH OF ITS LONGEST SIDE PLUS THE DISTANCE AROUND ITS THICKEST

PACKAGE PART IS MORE THAN 84" AND LESS THAN OR EQUAL TO 108")

OVERSIZED (THE LENGTH OF ITS LONGEST SIDE PLUS THE DISTANCE AROUND ITS THICKEST

PACKAGE PART IS MORE THAN 108" AND LESS THAN OR EQUAL TO 130")

POSTAL ZONE CHARTS

<u>USPS DOMESTIC POSTAGE RATES</u> (TEXT VERSION)

POSTAL EXPLORER CD-ROM ORDERING INFORMATION

POSTAL EXPLORER (COMPLETE RATES AND MAILING STANDARDS FOR ALL DOMESTIC AND

INTERNATIONAL MAIL)

**CUSTOMER CHOOSES A PACKAGE** 

PLEASE ENTER TWO 5-DIGIT U.S. ZIP CODES (REQUIRED) FROM ZIP CODE: 13152 TO ZIP CODE: 75214
HOW MUCH DOES IT WEIGH?  8 1/2 x 11 PIECES OF PAPER WEIGH APPROXIMATELY 1 OUNCE POUNDS 0 OUNCES
DOES YOUR PACKAGE HAVE ANY SPECIAL CHARACTERISTICS?
CHARACTERISTICS: NONE
CONTINUE
FOR ASSISTANCE WITH ZIP CODES USE CITY STATE / ZIP CODE ASSOCIATIONS
(ZIP CODE LOOKUP WILL OPEN IN A NEW WINDOW)

CUSTOMER CHOSE A PACKAGE ON PREVIOUS PAGE THEN TYPED IN HIS ZIP CODE THEN TYPED IN THE WEIGHT THEN CLICKS ON CONTINUE

## HOW QUICKLY DO YOU WANT IT DELIVERED?

DAYS(S)

PARCEL POST

HELP \$6.45

DAYS(S)

PRIORITY MAIL

HELP \$6.50

**OVERNIGHT TO MOST AREAS** 

EXPRESS MAIL

HELP \$24.00

TO ADD SPECIAL SERVICES, SELECT ONE OPTION ABOVE.

## CLICK HERE TO START OVER

CUSTOMER CLICKED ON CONTINUE ON P. 2 HIS OPTIONS APPEAR ABOVE. HE CHOOSES WHICH SERVICE HE WANTS.

## WOULD YOU LIKE AN ADDITIONAL SPECIAL SERVICE?

COLLECT ON DELIVERY
ADDITIONAL INSURANCE (\$500 COVERAGE AUTOMATICALLY INCLUDED)
HELP
RETURN RECEIPT SENT TO YOU
NONE OF THESE

CONTINUE

CUSTOMER CHOSE EXPRESS MAIL ON P. 3
HE CHOOSES NONE OF THESE ON SPECIAL SERVICES.

UNITED STATES SEARCH STAMPS TRACK/CONFIRM ZIP CODES POSTAL SERVICE RATE CALCULATOR CHANGE OF ADDRESS HOME

IF YOU MAIL YOUR 5 POUND 0 OUNCE EXPRESS MAIL POSTAGE FROM SKANEATELES, NY 13152 TO DALLAS, TX 75214.

THE PRICE IS:

**EXPRESS MAIL** 

\$24.00

**TOTAL CHARGES** 

\$24.00

CLICK HERE TO MAKE ANOTHER POSTAGE CALCULATION

THIS SHOWS THE TOTAL POSTAGE REQUIRED TO MAIL THE PACKAGE OVERNIGHT TO THIS LOCATION.

PLEASE ENTER TWO 5-DIGIT U.S. ZIP CODES. (REQUIRED)
FROM ZIP CODE: 13152 TO ZIP CODE: 29604
HOW MUCH DOES IT WEIGH? SIX 8 1/2 x 11 PIECES OF PAPER WEIGH APPROXIMATELY 1 OUNCE POUNDS 0 OUNCES
DOES YOUR PACKAGE HAVE ANY SPECIAL CHARACTERISTICS?
CHARACTERISTICS: NONE
CONTINUE
FOR ASSISTANCE WITH ZIP CODES USE CITY STATE / ZIP CODE ASSOCIATIONS
(ZIP CODE LOOKUP WILL OPEN IN A NEW WINDOW)

CUSTOMER CHOSE A PACKAGE AGAIN AND ENTERED A NEW WEIGHT AND ZIP CODE.

## FIRST, HOW QUICKLY DO YOU WANT IT DELIVERED?

_	4 DAY(S)	
	PARCEL POST	<u>HELP</u> \$8.26
_	2 DAY(S)	UE D 40.00
•	PRIORITY MAIL	<u>HELP</u> \$8.30
	OVERMINATE MOST AREAS	

OVERNIGHT TO MOST AREAS HELP \$30.60

TO ADD SPECIAL SERVICES, SELECT ONE OPTION ABOVE.

# CLICK HERE TO START OVER

CUSTOMER VIEWS HIS OPTIONS.

## WOULD YOU LIKE AN ADDITIONAL SPECIAL SERVICE?

O CERTIFIED MAIL	(PROOF OF DELIVERY)	<u>HELF</u>
O REGISTERED	,	HELF
O COLLECT ON DELIVE	ERY	HELF
O INSURANCE		HELF
NONE OF THESE		
	DD <u>DELIVERY CONFIRMA</u>	TION?
(NOT AVAILABLE WITH C	CERTIFIED MAIL)	
` <b>⊙</b> NO		
O YES	ADD \$0.35	

### CONTINUE

CUSTOMER CHOSE PRIORITY MAIL, NOW HE IS ASKED IF HE WANTS SPECIAL SERVICES. IF HE WANTS TO KNOW WHAT THESE ARE HE CAN CLICK ON <u>HELP</u>.

### DOMESTIC RATES AND FEES FOR CONSUMERS

**EFFECTIVE MARCH 14, 1999** 

NOTE: LINKS WITH THIS ICON ARE STORED IN ADOBE PDF (PORTABLE DOCUMENT FORMAT) FILES. WE PROVIDE HELP OBTAINING AND INSTALLING THE FREE ADOBE ACROBAT READER AS WELL AS TIPS ON HOW TO USE THE ACROBAT READER.

CONTENTS

CUSTOMER CLICKED ON HELP NEXT TO CERTIFIED MAIL.

FIRST-CLASS MAIL

HOWEVER HE CAN SCAN THIS WHITE

PRIORITY MAIL

SECTION TO VIEW DEFINITIONS
OF ALL OF THE ADDITIONAL

SPECIAL SERVICES.

**EXPRESS MAIL** 

THE NEXT 12 PAGES

DESCRIBE THE SPECIAL SERVICES.

PARCEL POST

HE CAN SCAN THE WHOLE SECTION OR CLICK ON THE

SERVICES HE WANTS TO READ ABOUT.

BOUND PRINTED MATTER

SPECIAL STANDARD MAIL (BOOK RATE)

SPECIAL SERVICES

CERTIFICATE OF MAILING

**CERTIFIED MAIL** 

COLLECT ON DELIVERY (COD)

**DELIVERY CONFIRMATION** 

**INSURED MAIL** 

MONEY ORDER

RETURN RECEIPT FOR MERCHANDISE

REGISTERED MAIL

RESTRICTED DELIVERY

RETURN RECEIPT

SIZES FOR DOMESTIC MAIL

### ADDITIONAL INFORMATION

#### FIRST-CLASS MAIL

FIRST-CLASS MAIL INCLUDES ALL PERSONAL CORRESPONDENCE, ALL BILLS AND STATEMENTS OF ACCOUNTS, ALL MATTER SEALED OR OTHERWISE CLOSED AGAINST INSPECTION, AND MATTER WHOLLY OR PARTLY IN WRITING OR TYPEWRITING. ANY MAILABLE ITEMS MAY BE SENT AS FIRST-CLASS MAIL. EACH PIECE MUST WEIGH 13 OUNCES OR LESS. PIECES OVER 13 OUNCES CAN BE SENT AS PRIORITY MAIL.

#### SINGLE-PIECE RATES

FIRST OUNCE	\$0.33
EACH ADDITIONAL OUNCE	0.22

### WEIGHT NOT OVER (OZ.)

1*	\$0.33
2	0.55
3	0.77
4	0.99
5	1.21
6	1.43
7	1.65
8	1.87
9	2.09
10	2.31
11	2.53
12	2.75
13	2.97
OVER	13 OUNCES (SEE PRIORITY

OVER 13 OUNCES (SEE PRIORITY MAIL)

\*NONSTANDARD SIZE: AN ADDITIONAL \$0.11 IS REQUIRED IF 1 OUNCE OR LESS AND (A) OVER ANY OF THESE DIMENSIONS: 11-1/2" LONG, 6-1/8" HIGH, 1/4" THICK, OR (B) THE LENGTH DIVIDED BY THE HEIGHT IS LESS THAN 1.3 OR MORE THAN 2.5.

#### POSTCARD AND STAMPED CARD RATES

POSTCARD	\$0.20
STAMPED CARD (SOLD BY USPS)	0.21

POSTCARD RATE DIMENSIONS:

MINIMUM: 3-1/2 BY 5 INCHES BY 0.007 INCH THICK.

MAXIMUM: 4-1/4 BY 6 INCHES BY 0.016 INCH THICK.

#### **PRIORITY MAIL**

PRIORITY MAIL OFFERS 2-DAY SERVICE TO MOST DOMESTIC DESTINATIONS. ITEMS MUST WEIGH 70 POUNDS OR LESS AND MEASURE 108 INCHES OR LESS IN COMBINED LENGTH AND GIRTH.

#### **FEATURES**

PRIORITY MAIL ENVELOPES, LABELS, AND BOXES ARE AVAILABLE AT NO ADDITIONAL CHARGE AT POST OFFICES OR BY CALLING 1-800-222-1811. PICKUP SERVICE IS AVAILABLE FOR \$8.25 PER STOP, REGARDLESS OF THE NUMBER OF PIECES.

#### WEIGHT

UP TO 2 POUNDS	\$3.20
UP TO 3 POUNDS	4.30
UP TO 4 POUNDS	5.40
UP TO 5 POUNDS	6.50

FOR PACKAGES OVER 5 POUNDS, RATES ARE BASED ON THE WEIGHT OF THE PIECE AND THE ZONE (DISTANCE FROM ORIGIN TO DESTINATION ZIP CODE). COMPLETE INFORMATION IS AVAILABLE FROM THE DOMESTIC RATE CALCULATOR.

THE ZONE CHART PROGRAM PROVIDES A 1 PAGE ZONE CHART FOR YOUR ORIGIN ZIP CODE.

PARCELS THAT WEIGH LESS THAN 15 POUNDS BUT MEASURE MORE THAN 84 INCHES IN COMBINED LENGTH AND GIRTH ARE CHARGED THE APPLICABLE RATE FOR A 15-POUND PARCEL.

#### PRIORITY MAIL FLAT-RATE ENVELOPE

\$3.20, REGARDLESS OF WEIGHT OR DESTINATION, FOR MATTER SENT IN A FLAT-RATE ENVELOPE PROVIDED BY THE POSTAL SERVICE.

#### **EXPRESS MAIL**

EXPRESS MAIL IS OUR FASTEST SERVICE, WITH NEXT DAY DELIVERY BY 12 NOON TO MOST DESTINATIONS. EXPRESS MAIL IS DELIVERED 365 DAYS A YEAR—WITH NO EXTRA CHARGE FOR SATURDAY, SUNDAY, OR HOLIDAY DELIVERY. ALL PACKAGES MUST USE AN EXPRESS MAIL LABEL. ITEMS MUST WEIGH 70 POUNDS OR LESS AND MEASURE 108 INCHES OR LESS IN COMBINED LENGTH AND GIRTH.

#### **FEATURES**

EXPRESS MAIL ENVELOPES, LABELS, AND BOXES ARE AVAILABLE AT NO ADDITIONAL CHARGE. FEATURES INCLUDE MERCHANDISE AND DOCUMENT RECONSTRUCTION, TRACKING AND TRACING, DELIVERY TO POST OFFICE BOXES AND RURAL ADDRESSES, DOMESTIC RATES FOR APO AND FPO ADDRESSES, MONEY-BACK GUARANTEE, COD, RETURN RECEIPT SERVICE, AND WAIVER OF SIGNATURE. INSURANCE IS PROVIDED AT NO ADDITIONAL COST UP TO \$500. ADDITIONAL MERCHANDISE INSURANCE IS AVAILABLE UP TO \$5,000. PICKUP SERVICE IS AVAILABLE FOR \$8.25 PER STOP, REGARDLESS OF THE NUMBER OF PIECES.

#### **CUSTOMER SERVICE 1-800-222-1811**

ORDER EXPRESS MAIL SUPPLIES AND LABELS, ARRANGE PICKUP SERVICE, OBTAIN DELIVERY INFORMATION BETWEEN ZIP CODES, AND DETERMINE DELIVERY STATUS.

#### POST OFFICE TO ADDRESSEE SERVICE

UP TO 8 OUNCES	\$11.75
OVER 8 OUNCES UP TO 2	15.75
POUNDS	
UP TO 3 POUNDS	18.50
UP TO 4 POUNDS	21.25
UP TO 5 POUNDS	24.00
UP TO 6 POUNDS	26.75
UP TO 7 POUNDS	29.40
UP TO 8 POUNDS	30.60
UP TO 9 POUNDS	31.80
UP TO 10 POUNDS	33.00

OVER 10 POUNDS SEE THE DOMESTIC RATE CALCULATOR OR NOTICE 123, RATEFOLD.

#### EXPRESS MAIL FLAT-RATE ENVELOPE

\$15.75, REGARDLESS OF WEIGHT OR DESTINATION, FOR MATTER SENT IN A FLAT-RATE ENVELOPE PROVIDED BY THE POSTAL SERVICE.

#### PARCEL POST

USED FOR MAILING CERTAIN ITEMS-BOOKS, CIRCULARS, CATALOGS, OTHER PRINTED MATTER, AND MERCHANDISE-WEIGHING 1 POUND OR MORE BUT NOT MORE THAN 70 POUNDS. PARCEL POST MUST MEASURE 130 INCHES OR LESS IN COMBINED LENGTH AND GIRTH. PIECES EXCEEDING 108 INCHES BUT NOT MORE THAN 130 INCHES IN COMBINED LENGTH AND GIRTH ARE MAILABLE AT PARCEL POST.

OVERSIZED RATES.

MARK EACH PACKAGE "PARCEL POST" OR "PP" IN THE POSTAGE AREA.
RATES ARE BASED ON THE WEIGHT OF THE PIECE AND THE ZONE (DISTANCE FROM ORIGIN TO DESTINATION ZIP CODE).
FOR RATE INFORMATION, SEE THE DOMESTIC RATE CALCULATOR.

#### **BOUND PRINTED MATTER**

#### DESCRIPTION

BOUND PRINTED MATTER MUST WEIGH AT LEAST 1 POUND BUT NOT MORE THAN 15 POUNDS. RATES ARE BASED ON THE WEIGHT OF THE PIECE AND THE ZONE (DISTANCE FROM ORIGIN TO DESTINATION ZIP CODE). PACKAGES MUST MEASURE 108 INCHES OR LESS IN COMBINED LENGTH AND GIRTH.

MARK EACH PACKAGE "BOUND PRINTED MATTER" IN THE POSTAGE AREA.

#### **BOUND PRINTED MATTER MUST:**

A. CONSIST OF ADVERTISING, PROMOTIONAL, DIRECTORY, OR EDITORIAL MATERIAL (OR ANY COMBINATION OF SUCH MATERIAL).

B. BE SECURELY BOUND BY PERMANENT FASTENINGS SUCH AS STAPLES, SPIRAL BINDING, GLUE, OR STITCHING. LOOSELEAF BINDERS AND SIMILAR FASTENINGS ARE NOT CONSIDERED PERMANENT.

C. CONSIST OF SHEETS OF WHICH AT LEAST 90% ARE IMPRINTED BY ANY PROCESS OTHER THAN HANDWRITING OR TYPEWRITING WITH WORDS, LETTERS, CHARACTERS, FIGURES, OR IMAGES (OR ANY COMBINATION OF THEM).

D. NOT HAVE THE NATURE OF PERSONAL CORRESPONDENCE.

E. NOT BE STATIONERY, SUCH AS PADS OF BLANK PRINTED FORMS.

#### **BOUND PRINTED MATTER SINGLE-PIECE RATES**

WEIGHT NOT OVER		ZONES							
(POUNDS)	Local	1&2	3	4	5	6	7	8	
1.5	\$1.14	\$1.54	\$1.57	\$1.63	\$1.72	\$1.81	\$1.92	\$2.02	
2.0	1.16	1.57	1.61	1.69	1.81	1.93	2.08	2.21	
2.5	1.18	1.60	1.66	1.76	1.90	2.06	2.24	2.40	
3.0	1.20	1.63	1.70	1.82	1.99	2.18	2.40	2.60	

#### 29/362

#### CONSUMER POSTAL RATES AND FEES

3.5 4.0 4.5	1.22 1.24 1.26	1.66 1.70 1.73	1.74 1.79 1.83	1.88 1.94 2.01	2.08 2.18 2.27	2.30 2.42 2.55	2.56 2.72 2.88	2.79 2.98 3.17
5.0	1.28	1.76	1.88	2.07	2.36	2.67	3.05	3.37
6.0	1.31	1.82	1.96	2.20	2.54	2.92	3.37	3.75
7.0	1.35	1.89	2.05	2.32	2.73	3.16	3.69	4.14
8.0	1.39	1.95	2.14	2.45	2.91	3.41	4.01	4.52
9.0	1.43	2.02	2.22	2.57	3.10	3.65	4.33	4.91
10.0	1.47	2.08	2.31	2.70	3.28	3.90	4.65	5.29
11.0	1.51	2.14	2.40	2.83	3.46	4.15	4.97	5.68
12.0	1.55	2.21	2.48	2.95	3.65	4.39	5.29	6.06
13.0	1,59	2.27	2.57	3.08	3.83	4.64	5.61	6.45
14.0	1.63	2.34	2.66	3.20	4.02	4.88	5.93	6.83
15.0	1.67	2.40	2.75	3.33	4.20	5.13	6.26	7.22

THE <u>DOMESTIC RATE CALCULATOR</u> CALCULATES RATES BASED ON WEIGHT AND DESTINATION.

THE ZONE CHART PROGRAM PROVIDES A 1 PAGE ZONE CHART FOR YOUR ORIGIN ZIP CODE.

## SPECIAL STANDARD MAIL (BOOK RATE)

#### **DESCRIPTION**

GENERALLY USED FOR BOOKS (AT LEAST EIGHT PAGES), FILM (16 mm OR NARROWER), PRINTED MUSIC, PRINTED TEST MATERIALS, SOUND RECORDINGS, PLAY SCRIPTS, PRINTED EDUCATIONAL CHARTS, LOOSE-LEAF PAGES AND BINDERS CONSISTING OF MEDICAL INFORMATION, AND COMPUTER-READABLE MEDIA. ADVERTISING RESTRICTIONS APPLY.

PACKAGES MUST MEASURE 108 INCHES OR LESS IN COMBINED LENGTH AND GIRTH.

MARK EACH PACKAGE "SPECIAL STANDARD MAIL" IN THE POSTAGE AREA.

#### SPECIAL STANDARD MAIL RATES

WEIGHT	
NOT OVER	SINGLE-
(POUNDS)	PIECE
` 1	\$1.13
2	1.58
3	2.03
4	2.48

5 6 7 8 9 10 11 13 14 15 16 17 18 19 20 1 22 22 22 23 31 32 33 34 5 6 37 8 9 0 41 22 23 24 25 6 7 8 9 10 10 10 10 10 10 10 10 10 10 10 10 10	2.93 3.38 3.83 4.11 4.39 4.67 4.95 5.51 5.79 6.35 6.91 7.47 7.75 8.03 8.31 9.71 9.99 10.27 10.55 11.39 11.67 12.23 12.51 12.79 13.63
39 40	13.07

45 46 47 48 49 50 51 52 53 54 55 55 55 55 56 66 66 66 66 66 66 67 66 66 67 66 66 66	14.47 14.75 15.03 15.31 15.59 15.87 16.15 16.43 16.71 16.99 17.55 17.83 18.11 18.39 18.67 19.23 19.51 19.79 20.07 20.35 20.63
7.0	Z 1.41

### **SPECIAL SERVICES**

### **CERTIFICATE OF MAILING**

PROVIDES EVIDENCE OF MAILING (BUT NOT EVIDENCE OF RECEIPT). MUST BE PURCHASED AT TIME OF MAILING.

FEE IN ADDITION TO POSTAGE - \$0.60

### **CERTIFIED MAIL**

PROVIDES THE SENDER WITH A MAILING RECEIPT. A RECORD IS KEPT AT THE POST OFFICE OF DELIVERY. A RETURN RECEIPT CAN ALSO BE PURCHASED FOR AN ADDITIONAL FEE. AVAILABLE ONLY

WITH FIRST-CLASS MAIL AND PRIORITY MAIL.

FEE IN ADDITION TO POSTAGE —\$1.40

### **COLLECT ON DELIVERY (COD)**

ALLOWS MAILERS TO COLLECT THE PRICE OF GOODS AND/OR POSTAGE ON MERCHANDISE ORDERED BY ADDRESSEE WHEN IT IS DELIVERED. COD SERVICE CAN BE USED FOR MERCHANDISE SENT BY FIRST-CLASS MAIL, EXPRESS MAIL, PRIORITY MAIL, AND STANDARD MAIL (B). MAY BE COMBINED WITH REGISTERED MAIL. THIS SERVICE IS NOT AVAILABLE FOR INTERNATIONAL MAIL OR FOR MAIL ADDRESSED TO APO AND FPO ADDRESSES.

FEES INCLUDE INSURANCE. MAXIMUM AMOUNT IS \$600.

AMOUNT TO BE COLLECTED OR INSURANCE DESIRED	FEE IN ADDITION TO POSTAGE
\$0.01 TO \$50.00	\$4.00
50.01 TO 100.00	5.00
100.01 TO 200.00	6.00
200.01 TO 300.00	7.00
300.01 TO 400.00	8.00
400.01 TO 500.00	9.00
500.01 TO 600.00	10.00
RESTRICTED DELIVERY	\$2.75
NOTICE OF NONDELIVERY	3.00
ALTERATION OF COD CHARGES OR DESIGNATION OF NEW ADDRESSEE	3.00
REGISTERED COD	4.00

### **DELIVERY CONFIRMATION (RETAIL)**

PROVIDES INFORMATION ABOUT THE DATE AND TIME OF DELIVERY OR ATTEMPTED DELIVERY. MAILERS MAY RETRIEVE <u>DELIVERY STATUS THROUGH THE INTERNET</u> OR THE TOLL-FREE NUMBER 800-222-1811. AVAILABLE FOR PRIORITY MAIL, PARCEL POST, BOUND PRINTED MATTER, SPECIAL STANDARD MAIL, AND LIBRARY MAIL.

FEE IN ADDITION TO POSTAGE:

PRIORITY MAIL - \$0.35 PARCEL POST, BOUND PRINTED MATTER, SPECIAL STANDARD MAIL, AND LIBRARY MAIL - \$0.60

#### **INSURED MAIL**

PROVIDES COVERAGE AGAINST LOSS OR DAMAGE. COVERAGE UP TO \$5,000 FOR STANDARD MAIL (B) AS WELL AS STANDARD MAIL MATTER MAILED AT PRIORITY MAIL OR FIRST-CLASS MAIL RATES. ITEMS MUST NOT BE INSURED FOR MORE THAN THEIR VALUE. FOR ITEMS INSURED FOR MORE THAN \$50, RESTRICTED DELIVERY AND RETURN RECEIPT SERVICE ARE ALSO AVAILABLE. THE AMOUNT OF INSURANCE COVERAGE FOR LOSS WILL BE THE ACTUAL VALUE, LESS DEPRECIATION. NO CLAIM PAYMENTS ARE MADE FOR SENTIMENTAL LOSSES OR FOR ANY EXPENSES INCURRED AS A RESULT OF THE LOSS.

INSURANCE COVERAGE DESIRED	FEE IN ADDITION TO POSTAGE
\$0.01 TO \$50.00	\$0.85
50.01 TO 100.00	1.80
100.01 TO 200.00	2.75
200.01 TO 300.00	3.70
300.01 TO 400.00	4.65
400.01 TO 500.00	5.60
500.01 TO 600.00	6.55
600.01 TO 700.00	7.50
700.01 TO 800.00	8.45
800.01 TO 900.00	9.40
900.01 TO 1,000.00	10.35
1,000.01 TO 5,000.00	10.35 PLUS \$0.95 FOR EACH \$100 OR FRACTION THEREOF OVER \$1,000 IN DESIRED COVERAGE

#### MONEY ORDER

PROVIDES SAFE TRANSMISSION OF MONEY. AVAILABLE IN AMOUNTS UP TO \$700.

FEE PER MONEY ORDER - \$0.80

#### RETURN RECEIPT FOR MERCHANDISE

PROVIDES THE SENDER WITH A MAILING RECEIPT AND A RETURN RECEIPT. A DELIVERY RECORD IS KEPT AT THE POST OFFICE OF ADDRESS, BUT NO RECORD IS KEPT AT THE OFFICE OF MAILING.

FEE IN ADDITION TO POSTAGE:

SHOWING TO WHOM DELIVERED, SIGNATURE, DATE, AND ADDRESSEE'S ADDRESS (IF DIFFERENT) — \$1.40

DELIVERY RECORD --- \$7.00

#### REGISTERED MAIL

PROVIDES MAXIMUM PROTECTION AND SECURITY FOR VALUABLES. AVAILABLE ONLY FOR ITEMS PAID AT PRIORITY MAIL AND FIRST-CLASS MAIL RATES. MAY BE COMBINED WITH COD, RESTRICTED DELIVERY, OR RETURN RECEIPT. POSTAL INSURANCE IS PROVIDED FOR ARTICLES WITH A DECLARED VALUE UP TO A MAXIMUM OF \$25,000. ONLY ITEMS WITH NO DECLARED VALUE MAY USE REGISTRY SERVICE WITHOUT INSURANCE.

DECLARED VALUE WITHOUT POSTAL INSURANCE	FEE IN ADDITION TO POSTAGE
\$0.00	\$6.00
DECLARED VALUE WITH POSTAL INSURANCE	FEE IN ADDITION TO POSTAGE
\$0.01 TO \$100.00	\$6.20
100.01 TO 500.00	6.75
500.01 TO 1,000.00	7.30
1,000.01 TO 2,000.00	7.85
2,000.01 TO 3,000.00	8.40
3,000.01 TO 4,000.00	8.95
4,000.01 TO 5,000.00	9.50
5,000.01 TO 6,000.00	10.05

http://www.usps.gov/consumer/domestic.htm

0.000.04.70.7.000.00	40.00	
6,000.01 TO 7,000.00	10.60	
7,000.01 TO 8,000.00	11.15	
8,000.01 TO 9,000.00	11.70	
9,000.01 TO 10,000.00	12.25	
10,000.01 TO 11,000.00	12.80	
11,000.01 TO 12,000.00	13.35	
12,000.01 TO 13,000.00	13.90	
13,000.01 TO 14,000.00	14.45	

FOR HIGHER VALUES SEE THE  $\underline{\text{DOMESTIC RATE CALCULATOR}}$  OR B  $\underline{\text{DOMESTIC MAIL MANUAL R}}$  MODULE.

#### RESTRICTED DELIVERY

PERMITS A MAILER TO DIRECT DELIVERY ONLY TO THE ADDRESSEE OR ADDRESSEE'S AUTHORIZED AGENT. THE ADDRESSEE MUST BE AN INDIVIDUAL (OR NATURAL PERSON) SPECIFIED BY NAME. AVAILABLE ONLY FOR CERTIFIED MAIL, COD, MAIL INSURED FOR MORE THAN \$50, OR REGISTERED MAIL.

FEE IN ADDITION TO POSTAGE — \$2.75

#### RETURN RECEIPT

PROVIDES A MAILER WITH EVIDENCE OF DELIVERY. ALSO SUPPLIES THE RECIPIENT'S ACTUAL DELIVERY ADDRESS IF IT IS DIFFERENT FROM THE ADDRESS USED BY THE SENDER. A RETURN RECEIPT MAY BE REQUESTED BEFORE OR AFTER DELIVERY. AVAILABLE ONLY FOR EXPRESS MAIL, CERTIFIED MAIL, COD, MAIL INSURED FOR MORE THAN \$50, OR REGISTERED MAIL.

### FEE IN ADDITION TO POSTAGE:

REQUESTED AT TIME OF MAILING: SHOWING TO WHOM DELIVERED, SIGNATURE, DATE, AND ADDRESSE'S ADDRESS ( IF DIFFERENT)—\$1.25

REQUESTED AFTER MAILING: SHOWING TO WHOM AND DATE DELIVERED — \$7.00

#### SIZES FOR DOMESTIC MAIL

POSTCARD RATE DIMENSIONS:

http://www.usps.gov/consumer/domestic.htm

- MINIMUM: 3-1/2 BY 5 INCHES BY 0.007 INCH THICK.
- MAXIMUM: 4-1/4 BY 6 INCHES BY 0.016 INCH THICK.

## ALL MAIL MUST MEET THESE STANDARDS:

- THICKNESS NOT LESS THAN 0.007 INCH THICK. PIECES THAT ARE 1/4 INCH THICK OR LESS MUST BE AT LEAST 3-1/2 INCHES HIGH, 5 INCHES LONG, AND RECTANGULAR IN SHAPE.
- COMBINED LENGTH AND GIRTH NOT MORE THAN 108 INCHES, EXCEPT PARCEL POST MAY NOT EXCEED 130 INCHES.
- WEIGHT NOT MORE THAN 70 POUNDS.

KEYS AND IDENTIFICATION DEVICES ARE EXEMPTED FROM THESE REQUIREMENTS.

ADDITIONAL STANDARDS APPLY TO BULK MAIL AND MAIL ADDRESSED TO APOs AND FPOs.

### ADDITIONAL INFORMATION

FOR COMPLETE RATE INFORMATION FOR ALL CLASSES OF MAIL, SEE 國 <u>DOMESTIC MAIL MANUAL R</u> MODULE AND 國 NOTICE 123, RATEFOLD.

PLEASE ENTER TWO 5-DIGIT U.S. ZIP CODES. (REQUIRED) FROM ZIP CODE: 13353 TO ZIP CODE: 29604
HOW MUCH DOES IT WEIGH? SIX 8-1/2 x 11 PIECES OF PAPER WEIGH APPROXIMATELY 1 OUNCE 12 POUNDS 0 OUNCES
DOES YOUR PACKAGE HAVE ANY SPECIAL CHARACTERISTICS?  CHARACTERISTICS: NONE  CONTINUE
FOR ASSISTANCE WITH ZIP CODES USE <u>CITY STATE / ZIP CODE ASSOCIATIONS</u> (ZIP CODE LOOKUP WILL OPEN IN A NEW WINDOW)

# FIRST, HOW QUICKLY DO YOU WANT IT DELIVERED?

4 DAY(S)
PARCEL POST

<u>HELP</u> \$10.06

2 DAY(S)

HELP \$11.05

PRIORITY MAIL

<u>HELP</u> \$36.80

OVERNIGHT TO MOST AREAS EXPRESS MAIL

TO ADD SPECIAL SERVICES, SELECT ONE OPTION ABOVE.

CLICK HERE TO START OVER

### WOULD YOU LIKE AN ADDITIONAL SPECIAL SERVICE?

CERTIFIED MAIL	(PROOF OF DELIVERY)	<u>HELP</u>		
O REGISTERED		<b>HELP</b>		
O COLLECT ON DELIV	ERY	<u>HELP</u>		
O INSURANCE		<u>HELP</u>		
O NONE OF THESE				
WOULD YOU LIKE TO ADD <u>delivery confirmation?</u>				
(NOT AVAILABLE WITH CERTIFIED MAIL)				
` <b>⊙</b> NO				
O YES	ADD \$0.35			

CONTINUE

http://postcalc.usps.gov/Special.asp?method=prity&Postage=11.05&day=2

9/28/99

# <u>CERTIFIED</u> MAIL IS LEGAL PROOF OF DELIVERY. HERE ARE <u>CERTIFIED</u> OPTIONS WITH THEIR PRICES, INCLUDING POSTAGE. WHICH DO YOU WANT?

•	PROOF OF DELIVERY, WE KEEP A RECORD AT THE POST OFFICE	\$12.45
•	PROOF OF DELIVERY, RETURN RECEIPT SENT TO YOU	\$13.70
•	RESTRICTED DELIVERY TO A SPECIFIC PERSON	\$15.20
•	RESTRICTED DELIVERY TO A SPECIFIC PERSON WITH A RETURN RECEIPT SENT TO YOU	\$16.45

# CLICK HERE TO START OVER

UNITED STATES
POSTAL SERVICE

SEARCH STAMPS TRACK RATE CALCULATOR CHANG

TRACK/CONFIRM ZI CHANGE OF ADDRESS

ZIP CODES HOME

IF YOU MAIL YOUR 12 POUND 0 OUNCE PRIORITY MAIL PACKAGE FROM SKANEATELES, NY 13152 TO GREENVILLE, SC 29604 (ZONE 5) WE ESTIMATE YOUR PACKAGE WILL ARRIVE IN 2 DAY(S).

### THE PRICE IS:

TOTAL CHARGES	\$13.70
RETURN RECEIPT	\$1.25
CERTIFIED MAIL	\$1.40
PRIORITY MAIL	\$11.05

<sup>\*</sup>MARK THE PACKAGE "PRIORITY MAIL" IN THE POSTAGE AREA.

THE \$3.20 2-POUND RATE IS CHARGED FOR ITEMS SENT IN A FLAT-RATE ENVELOPE PROVIDED BY THE USPS, REGARDLESS OF THE WEIGHT OF THE PIECE.

# CLICK HERE TO MAKE ANOTHER POSTAGE CALCULATION

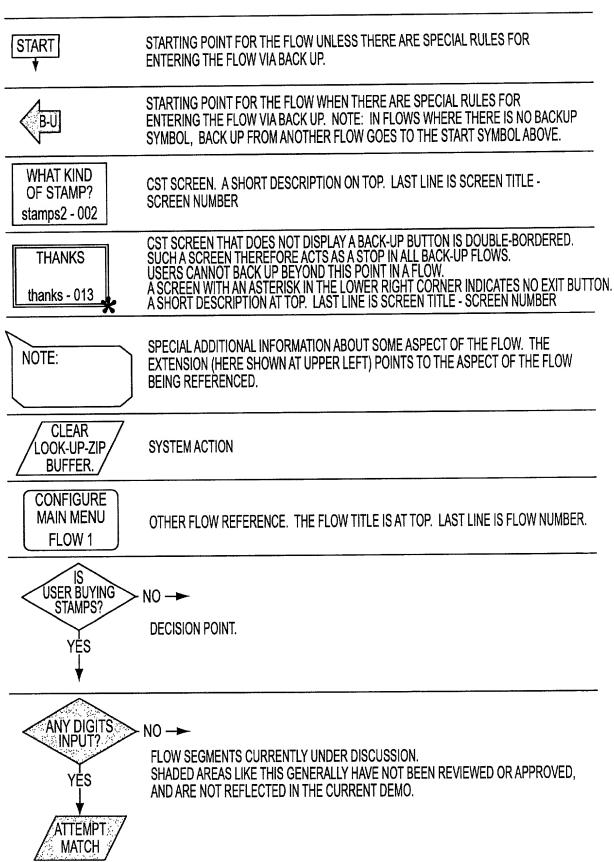


FIG. 42

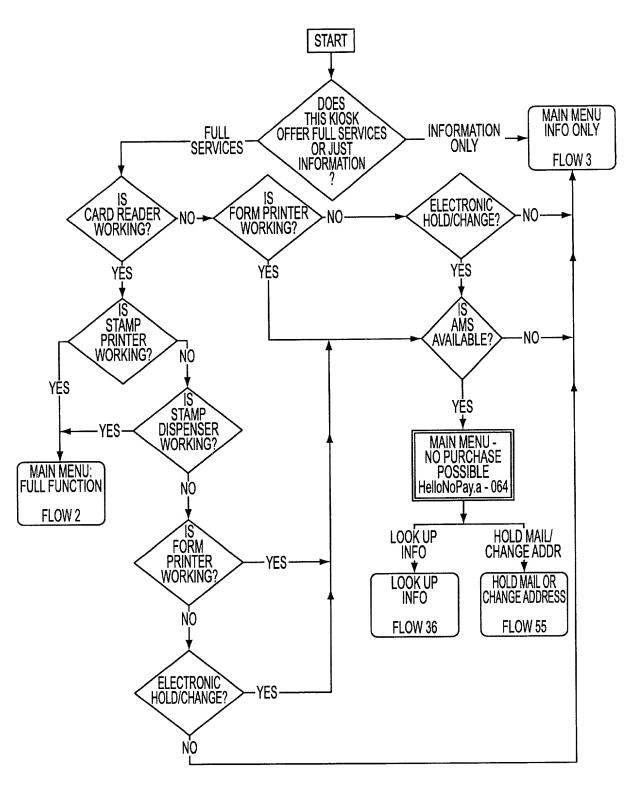


FIG. 43

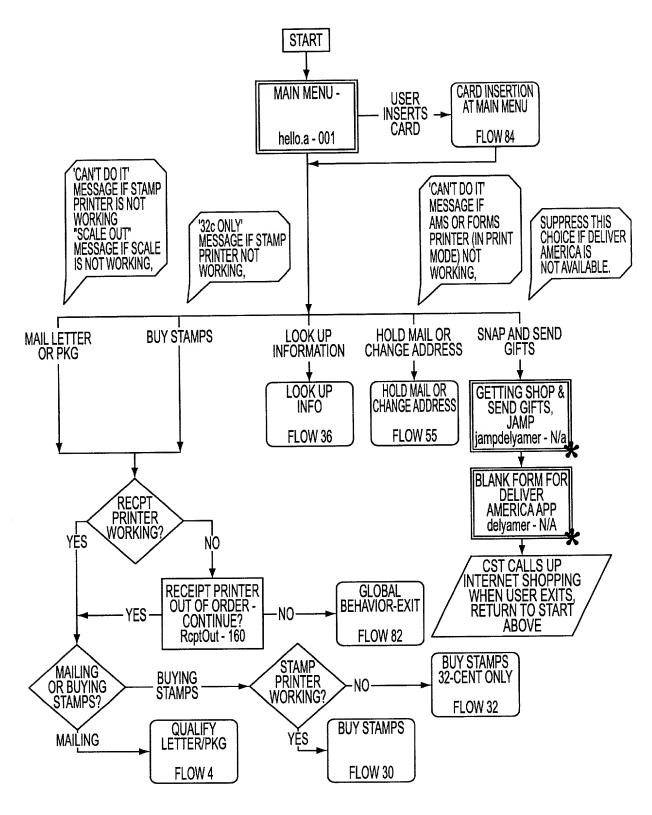


FIG. 44

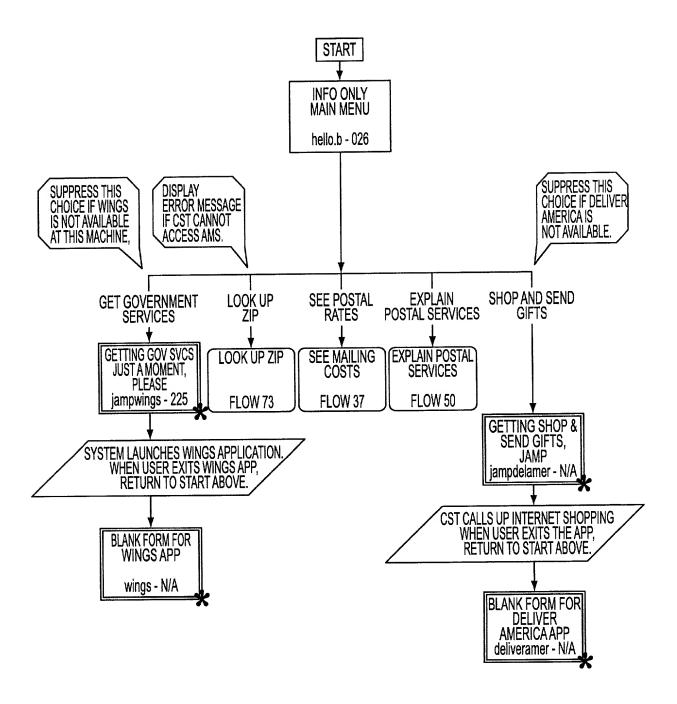


FIG. 45

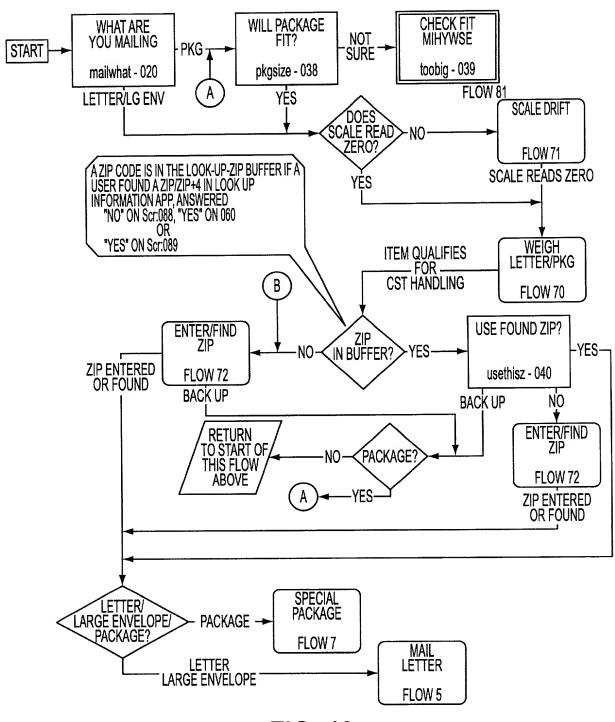


FIG. 46

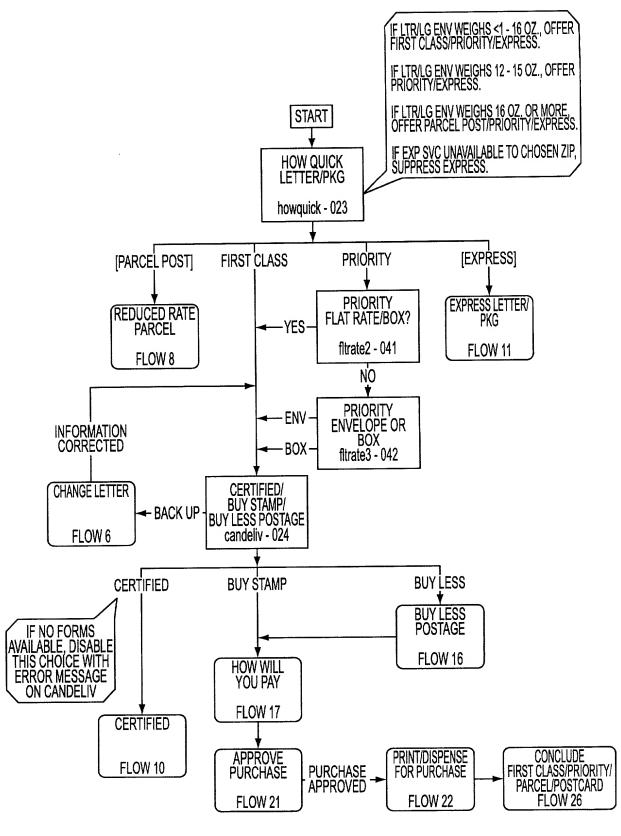
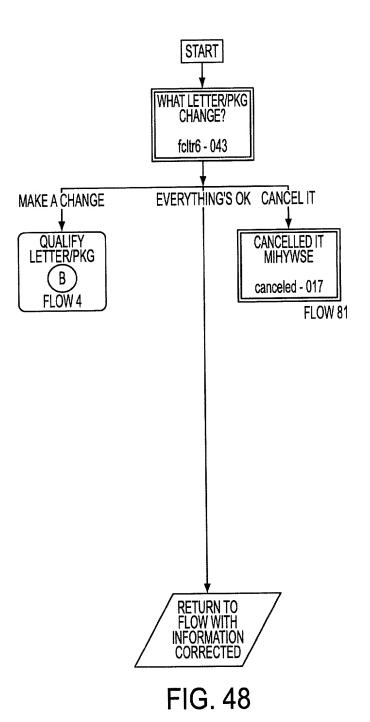


FIG. 47



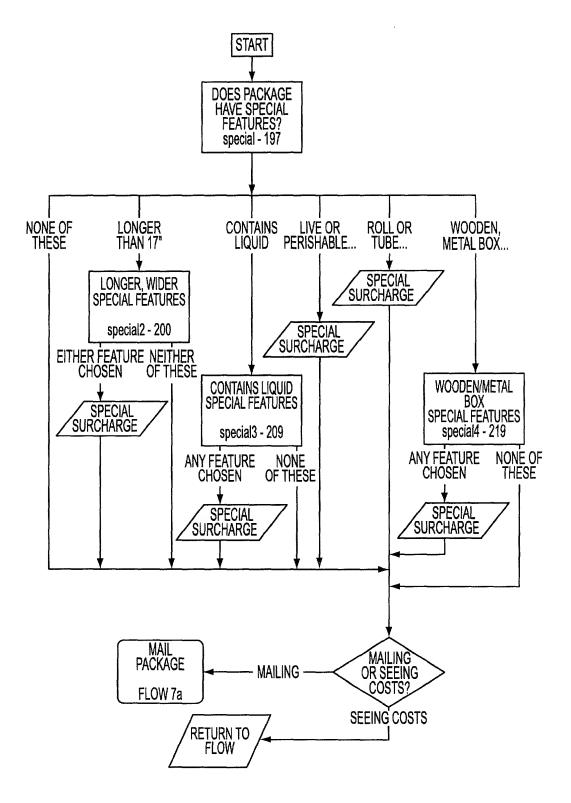


FIG. 49

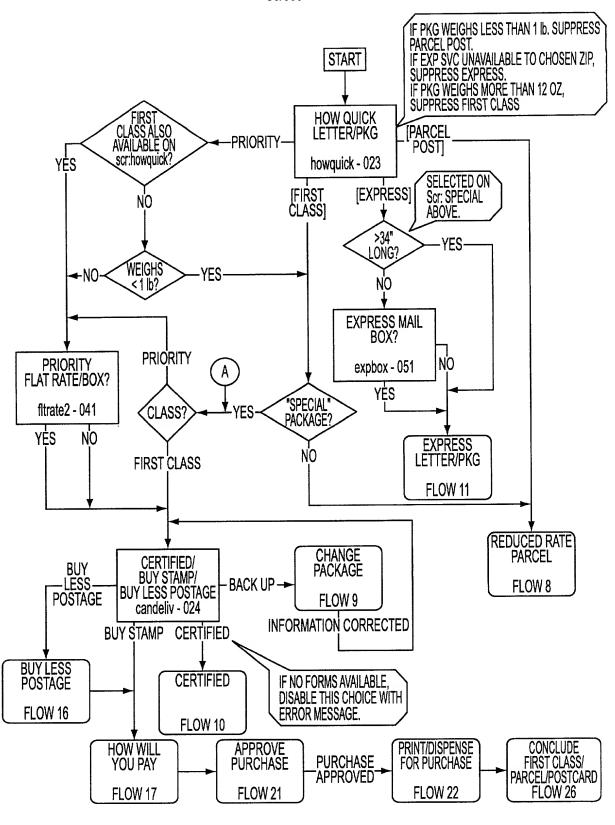


FIG. 50

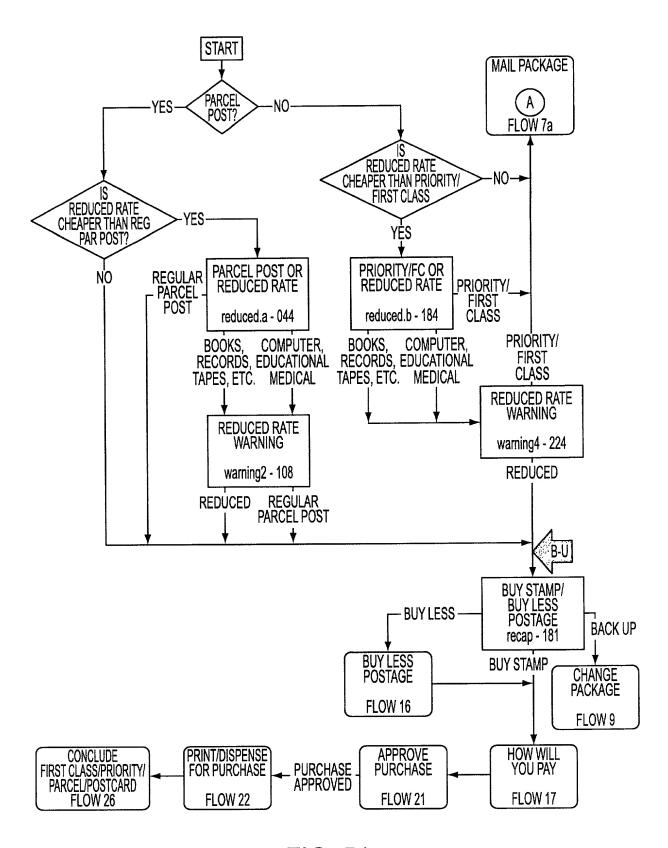


FIG. 51

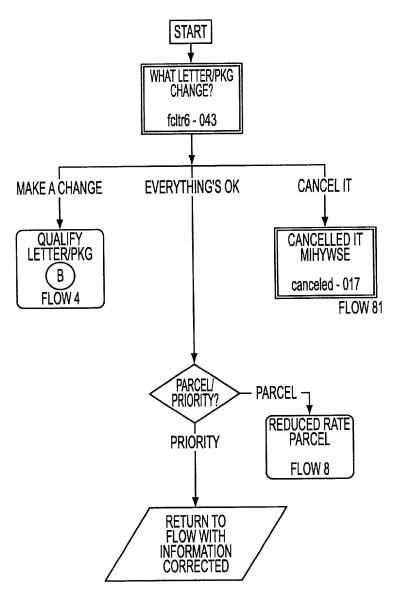


FIG. 52

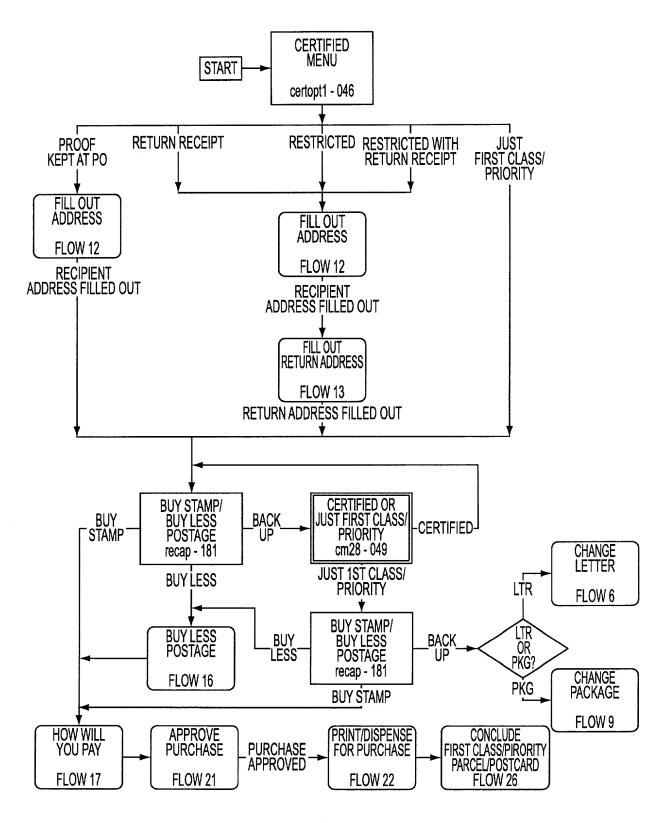
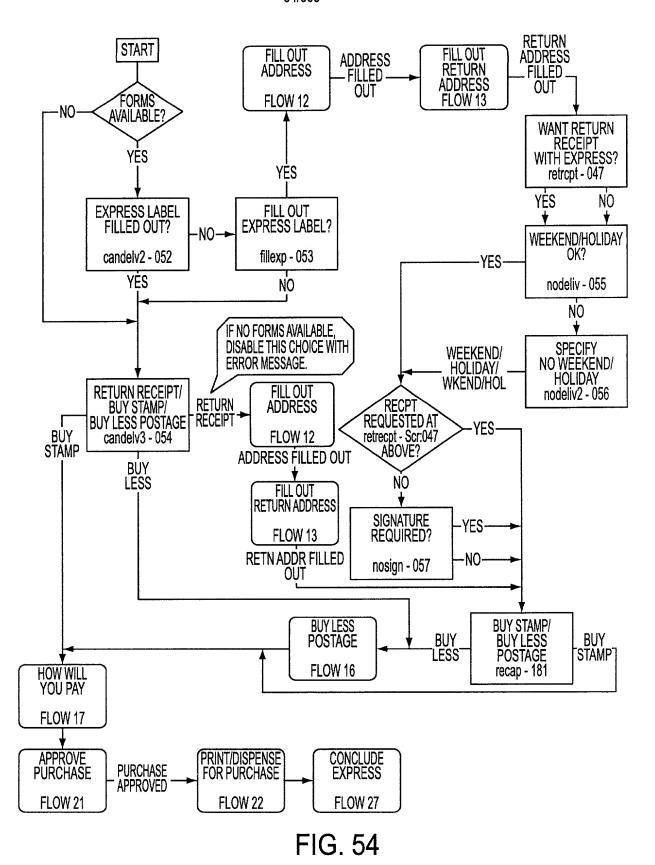


FIG. 53



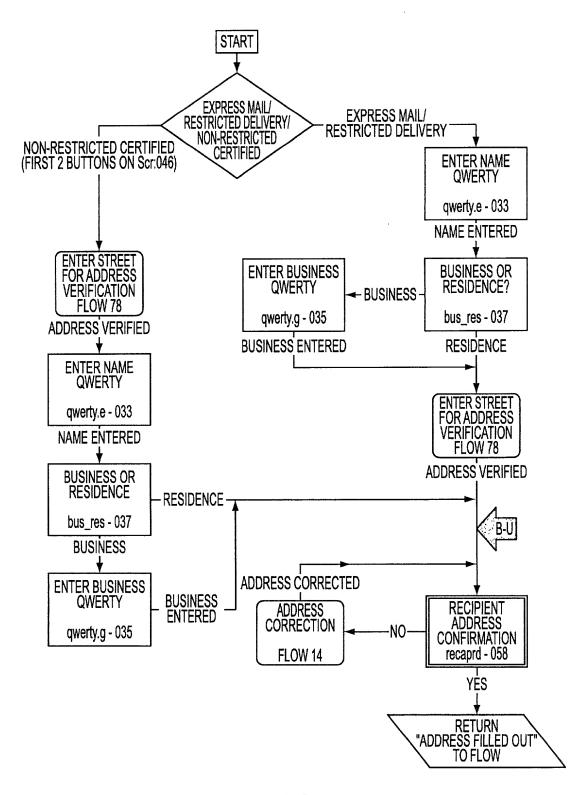


FIG. 55

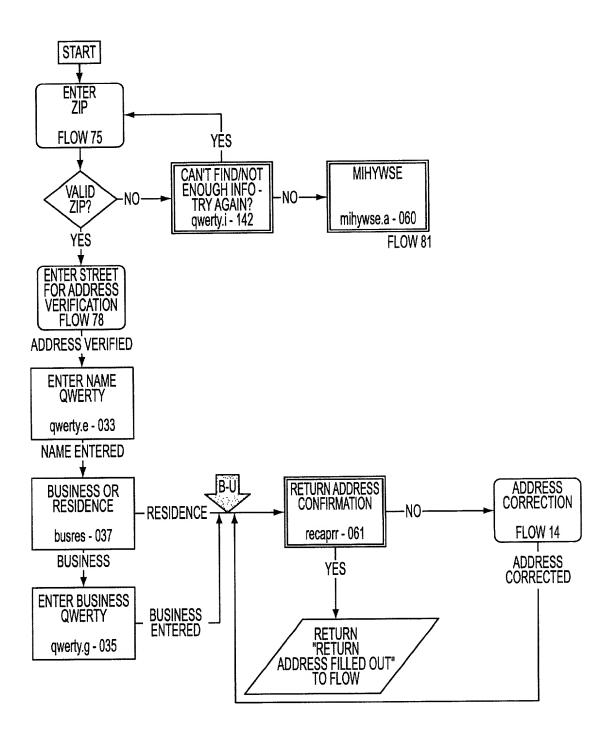


FIG. 56

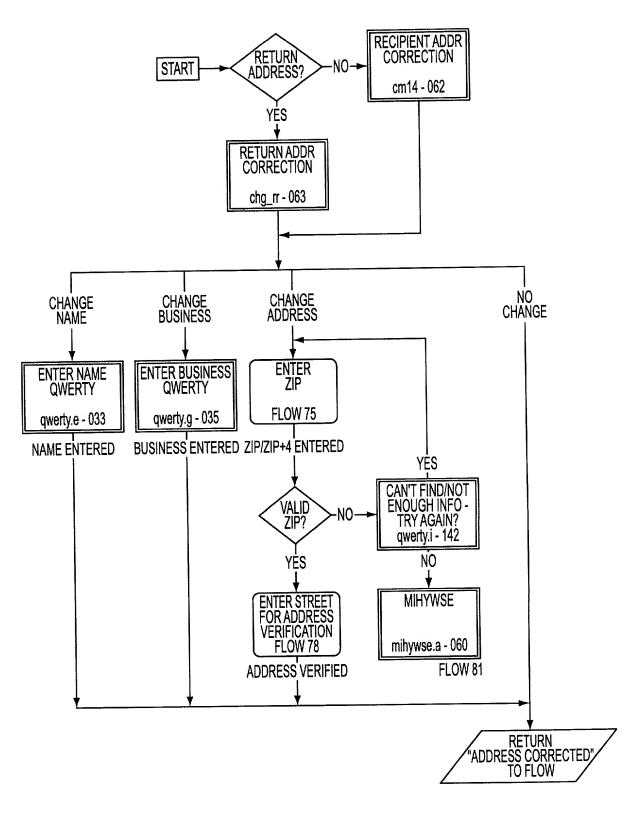


FIG. 57

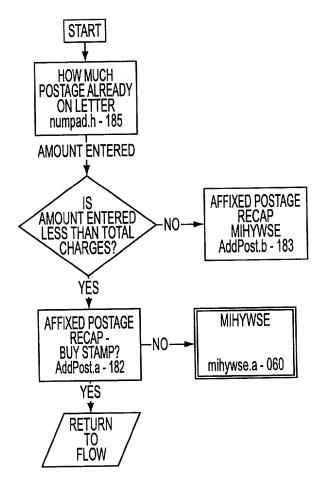
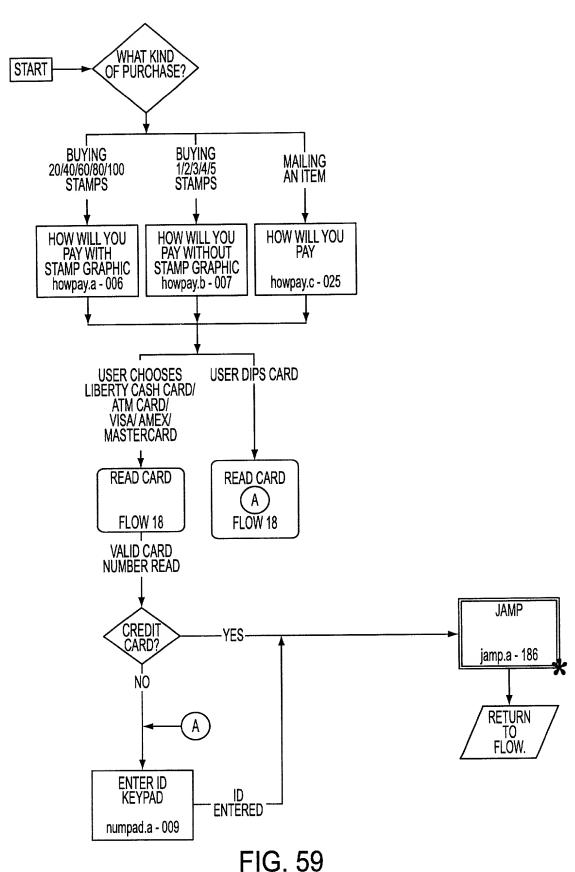


FIG. 58



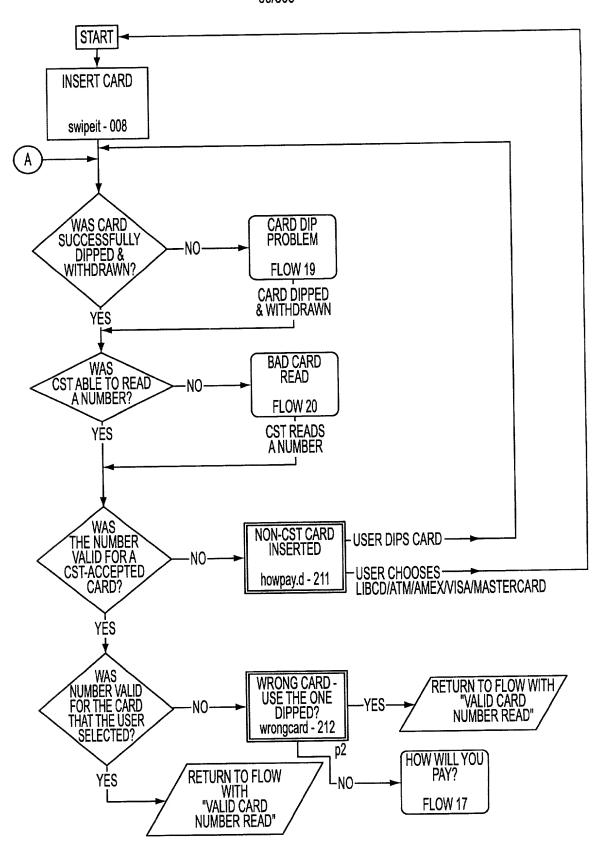


FIG. 60

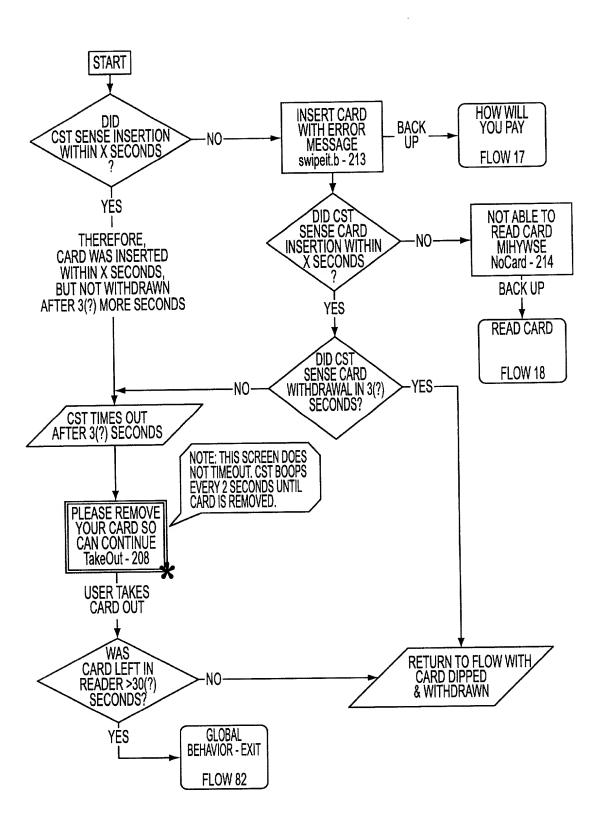


FIG. 61

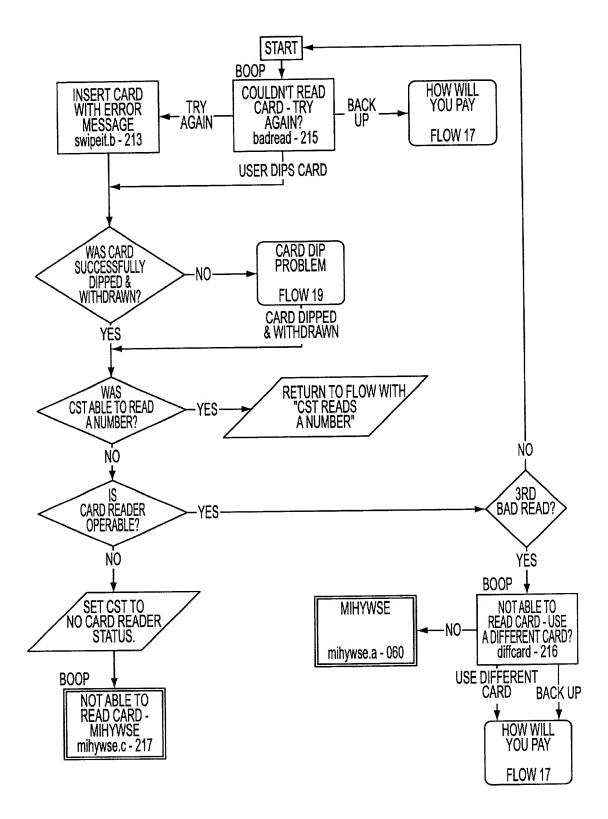


FIG. 62

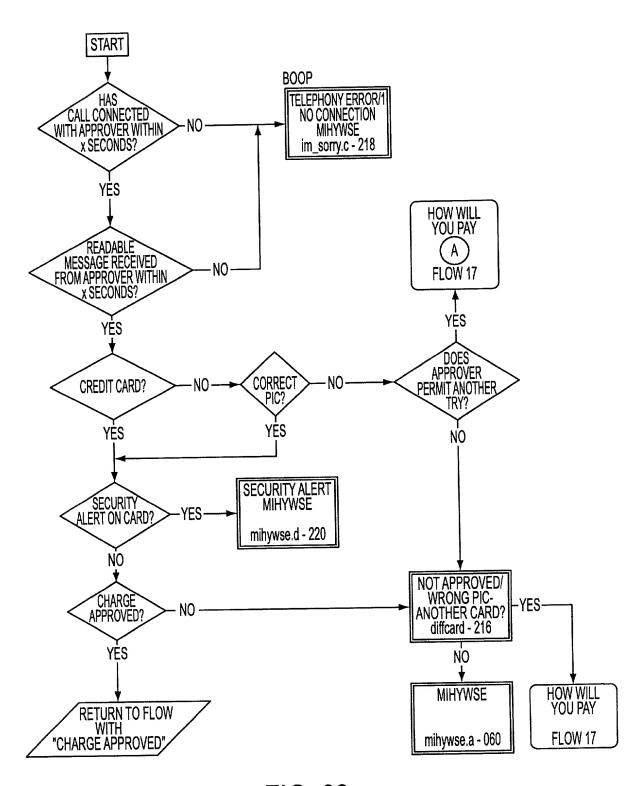


FIG. 63

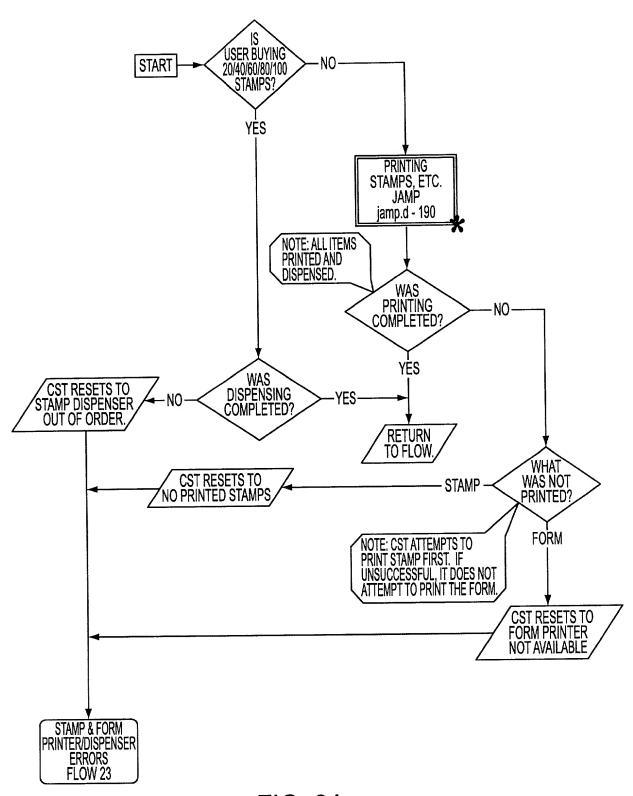


FIG. 64

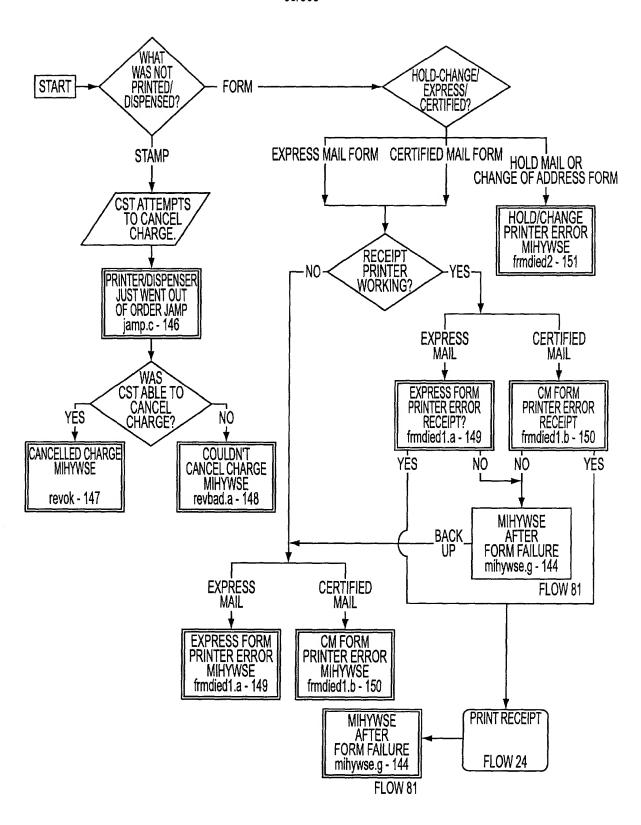


FIG. 65

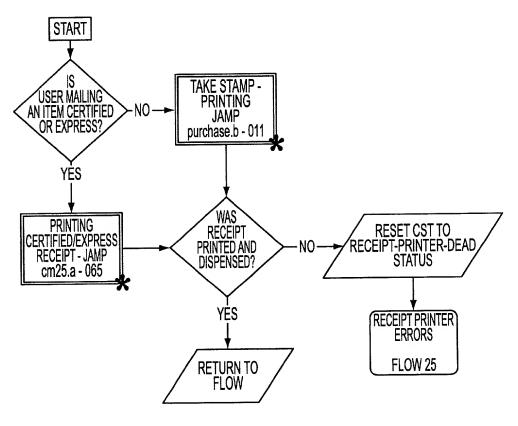


FIG. 66

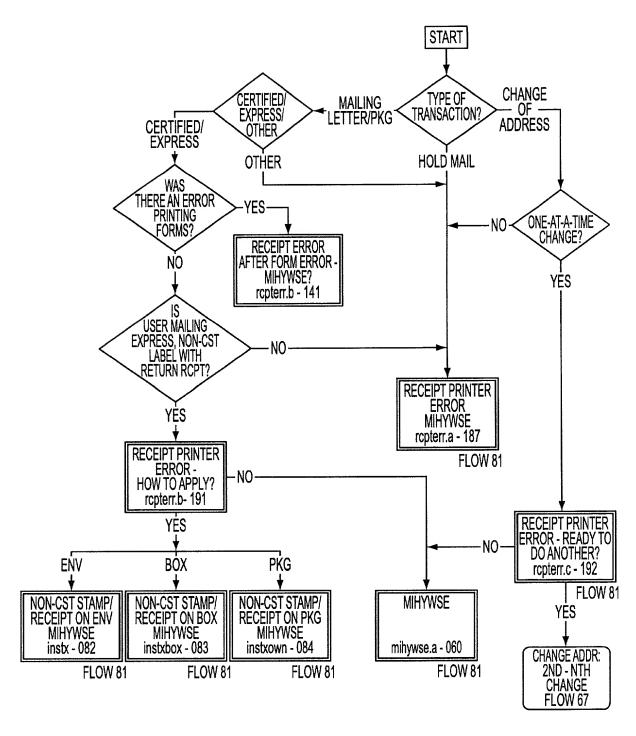


FIG. 67

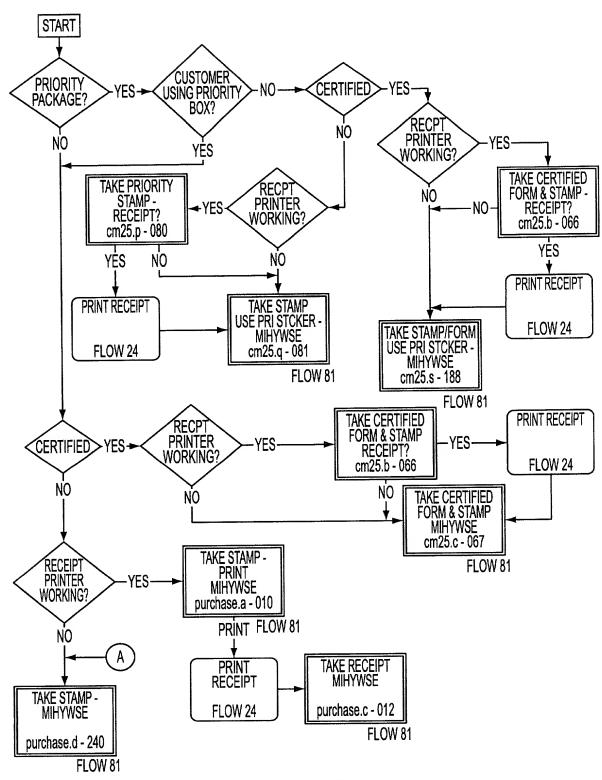


FIG. 68

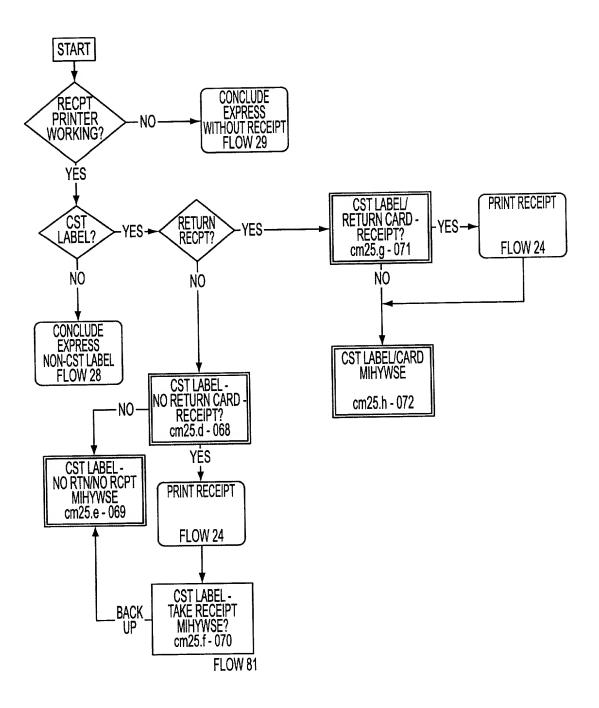


FIG. 69

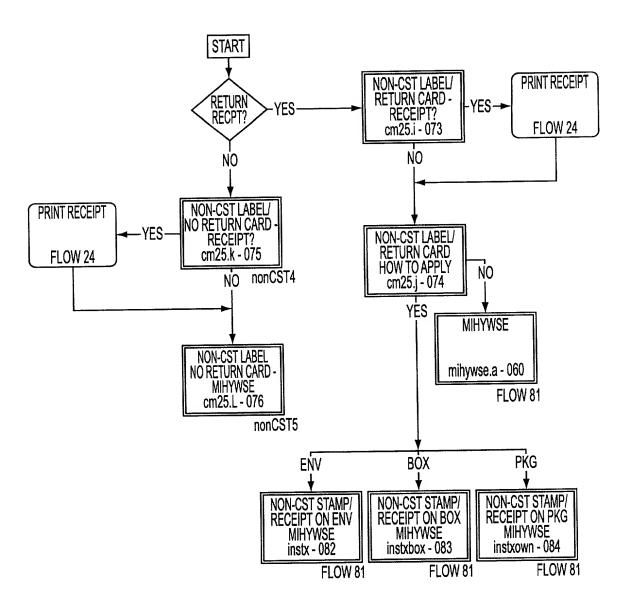


FIG. 70

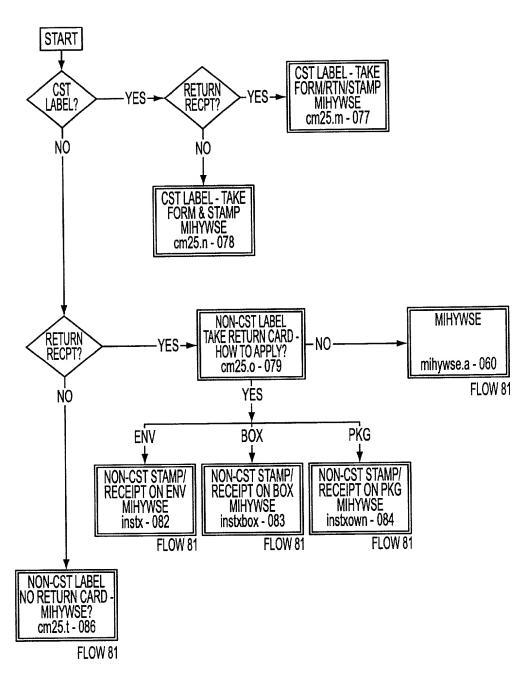
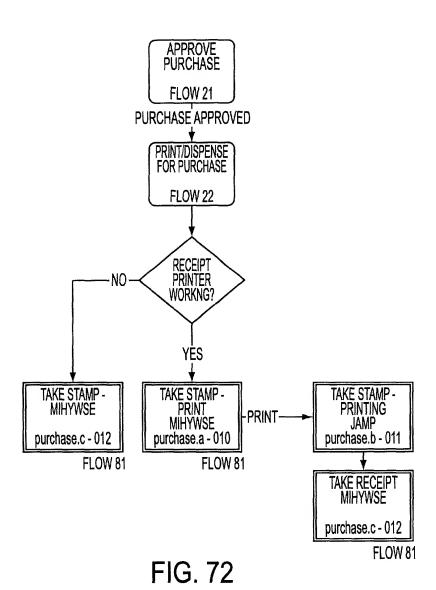


FIG. 71



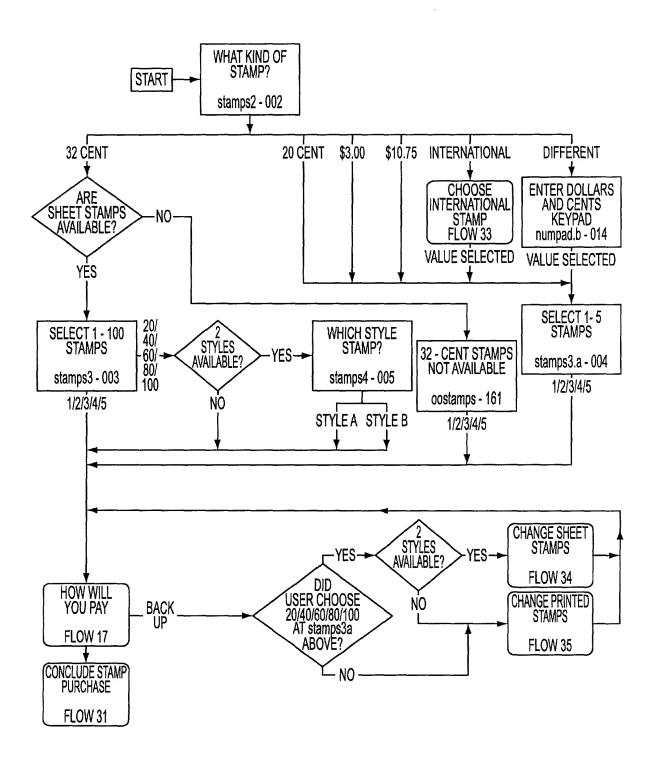


FIG. 73

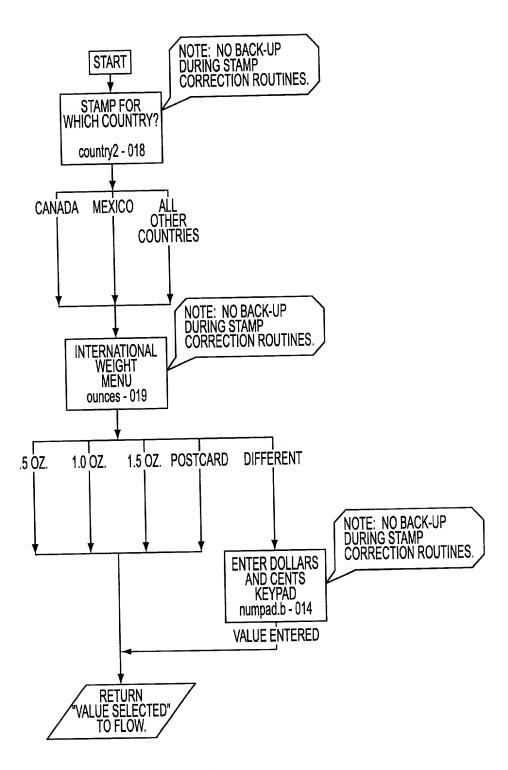


FIG. 74

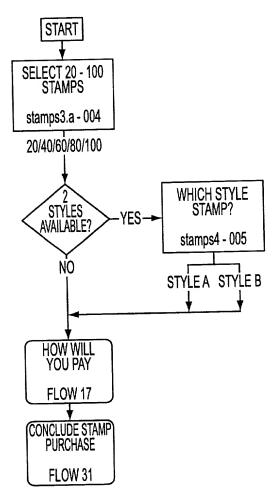


FIG. 75

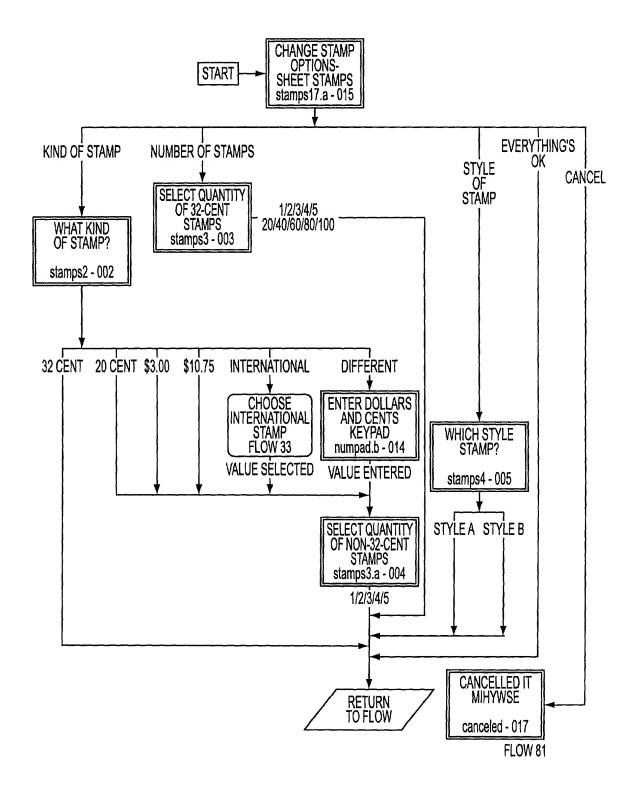


FIG. 76

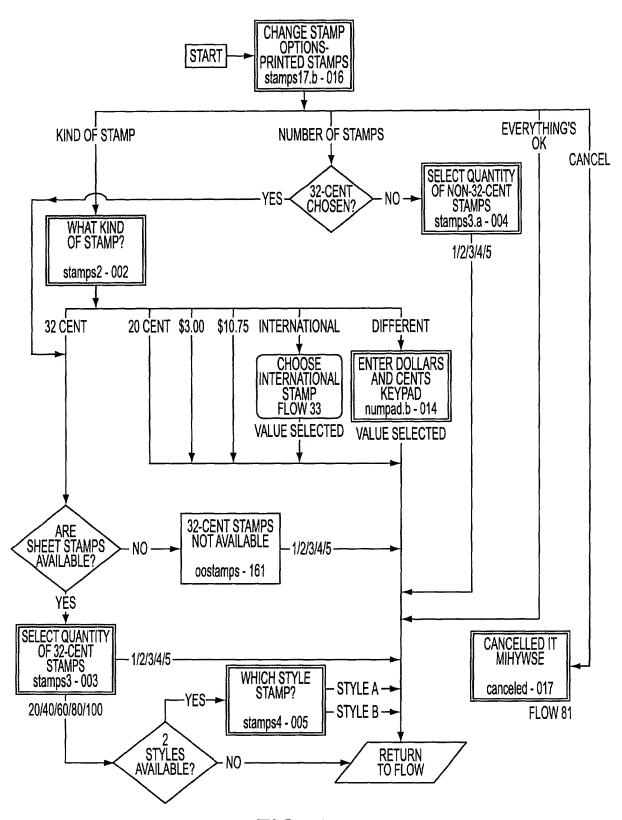


FIG. 77

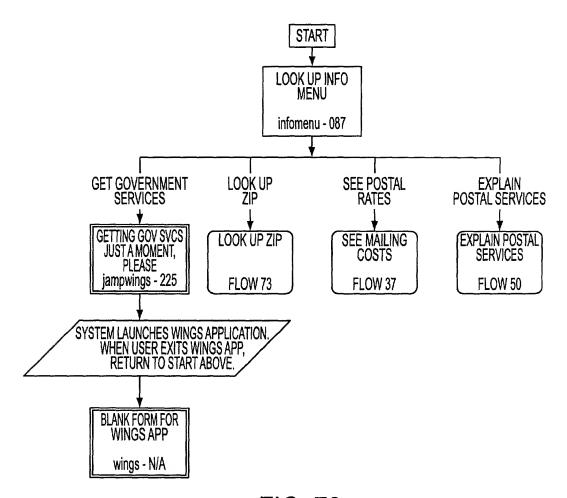


FIG. 78

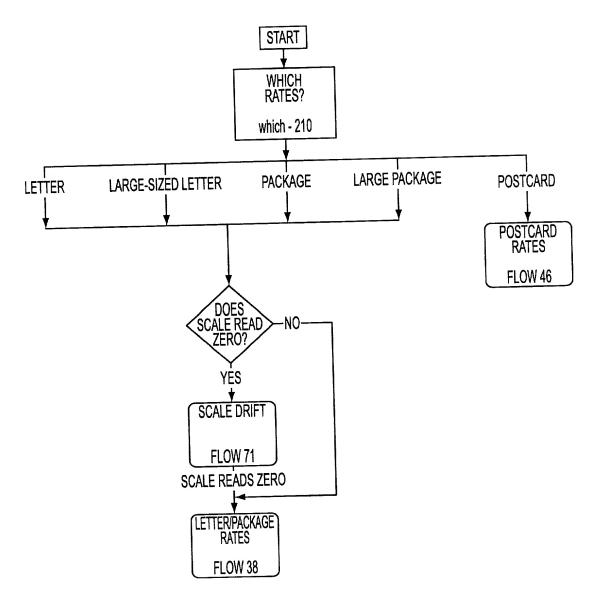


FIG. 79

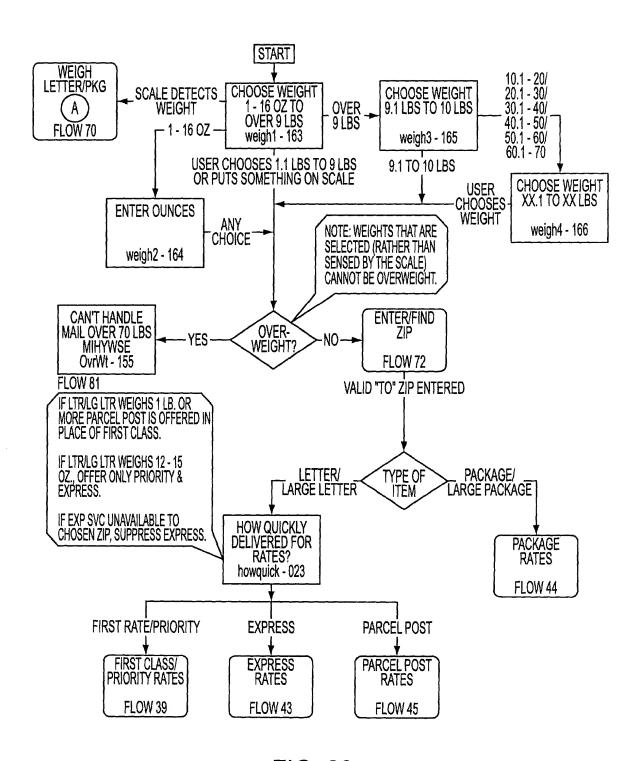


FIG. 80

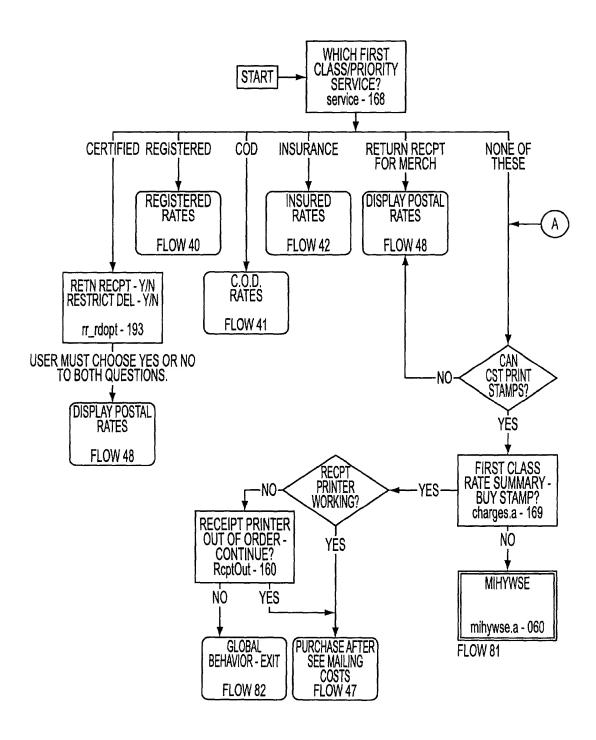


FIG. 81

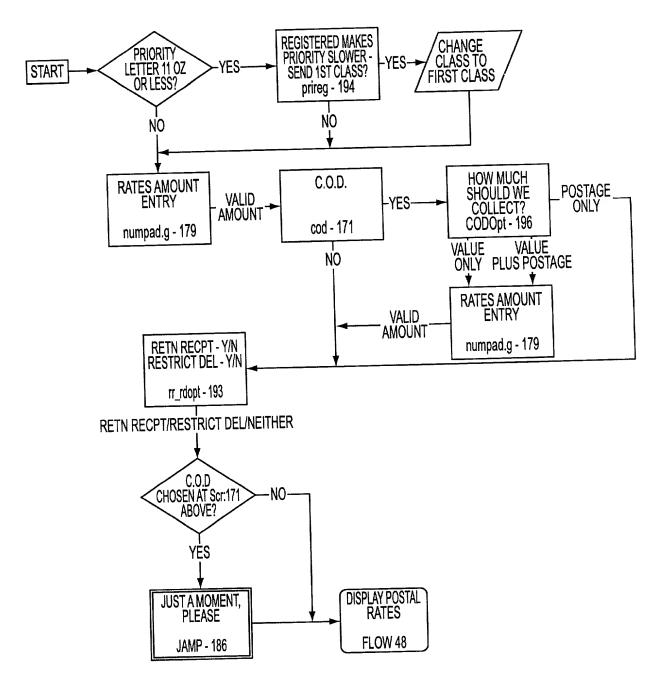


FIG. 82

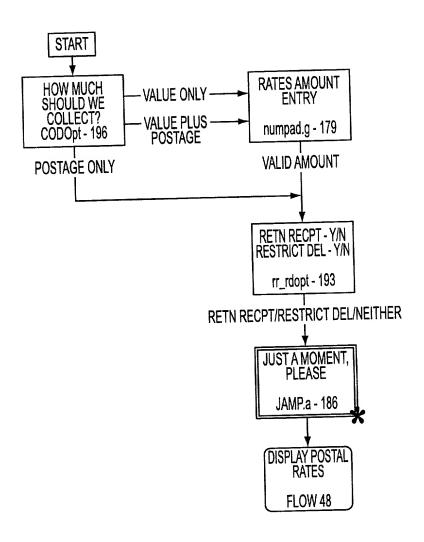


FIG. 83

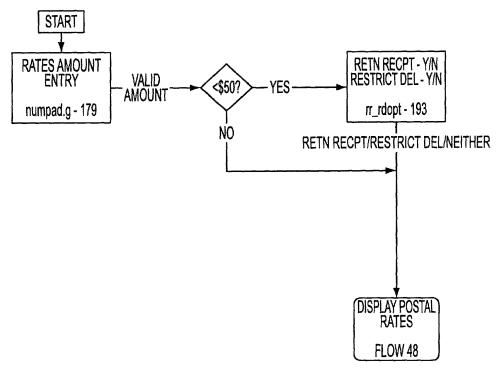


FIG. 84

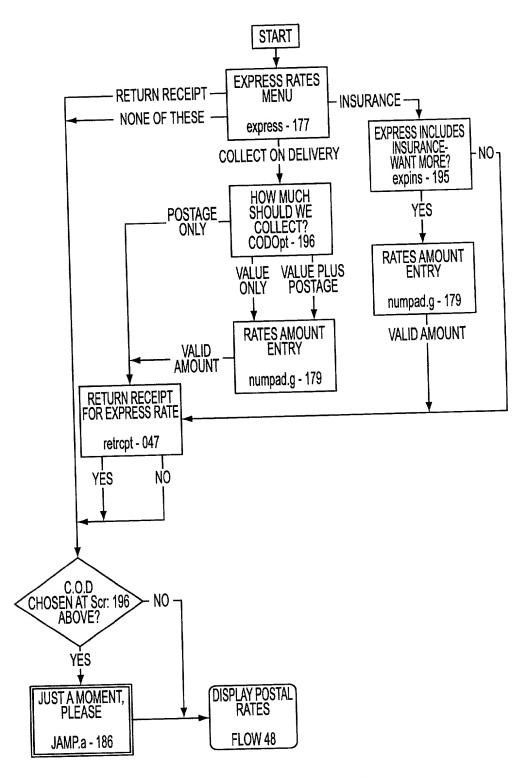


FIG. 85

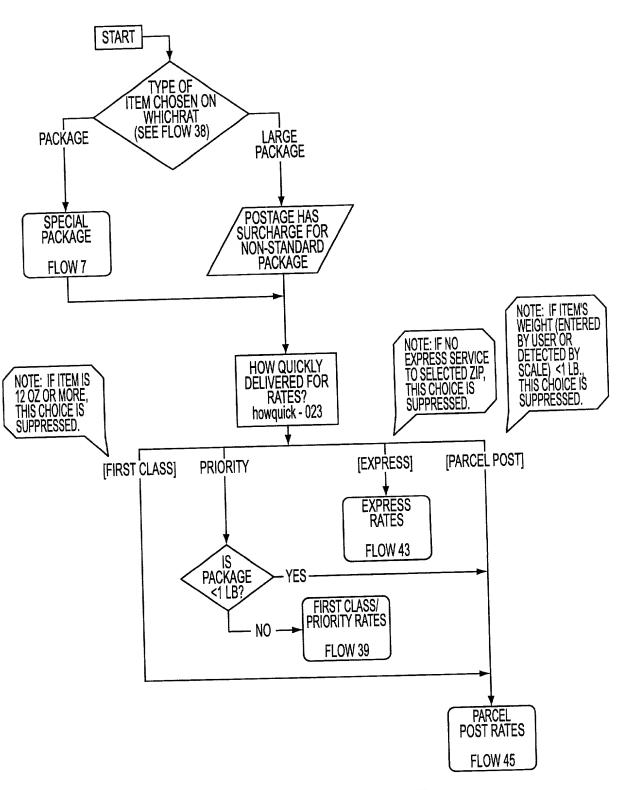


FIG. 86

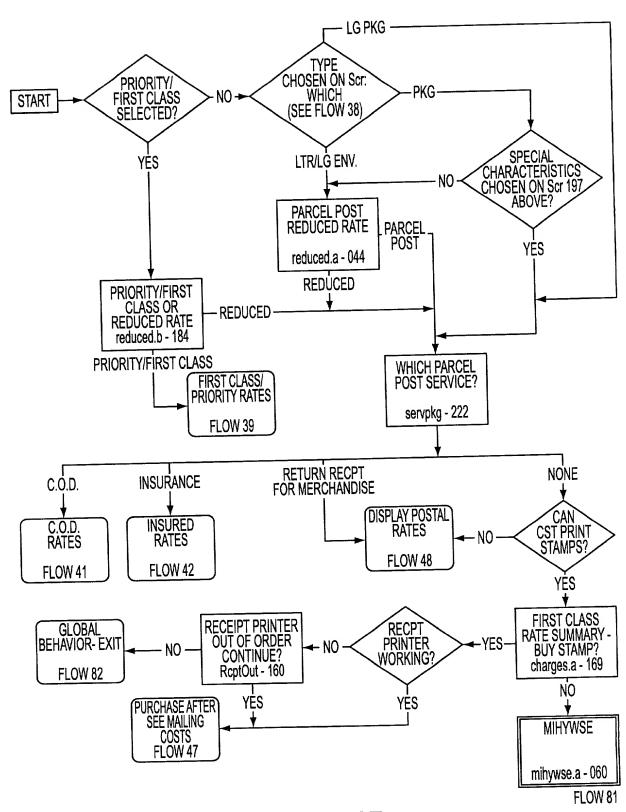


FIG. 87

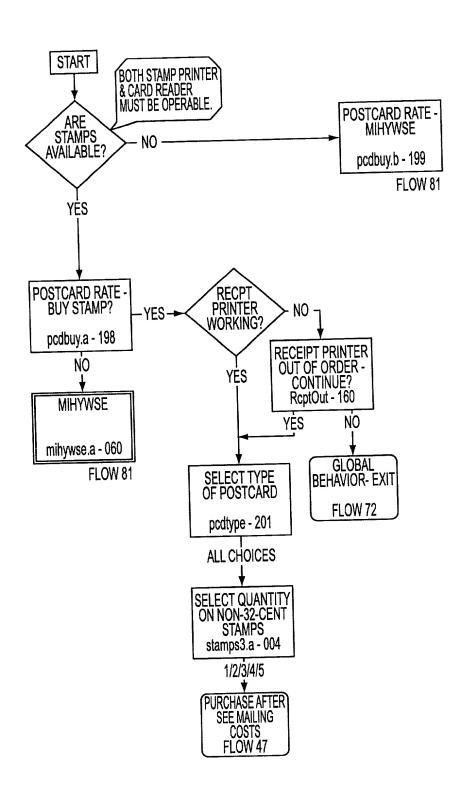


FIG. 88

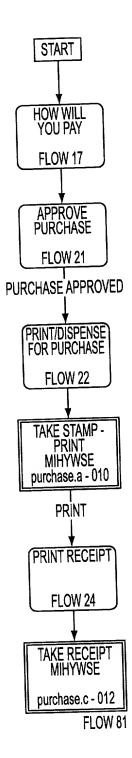
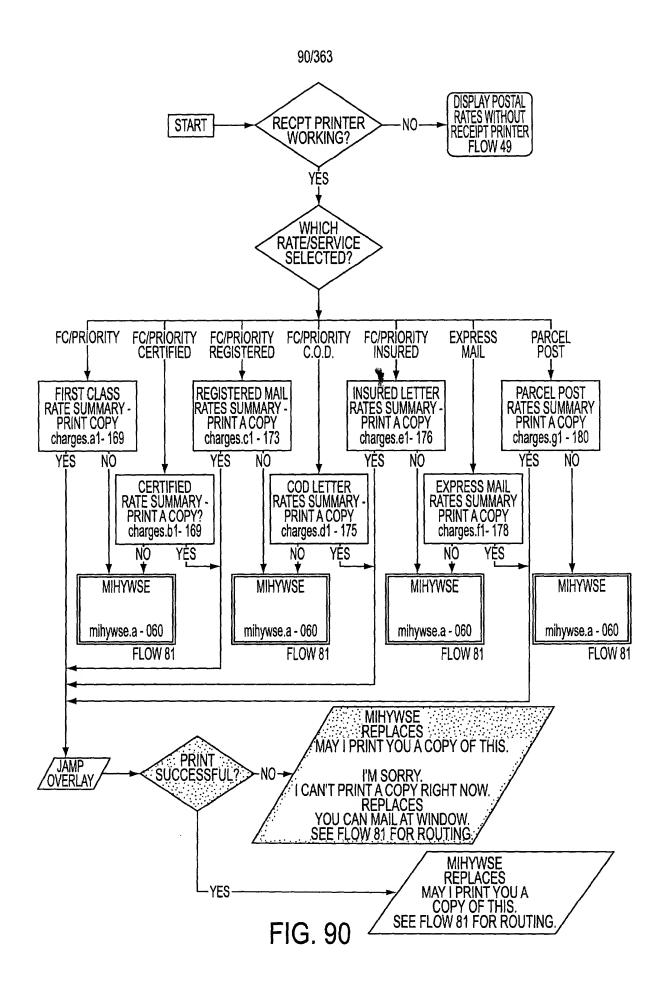


FIG. 89



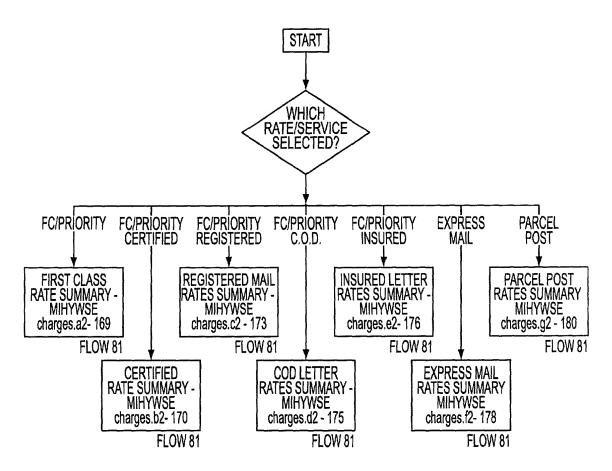


FIG. 91

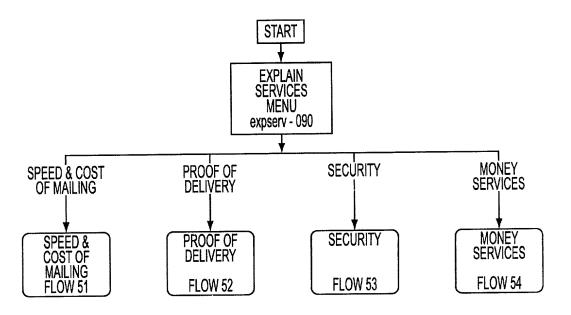
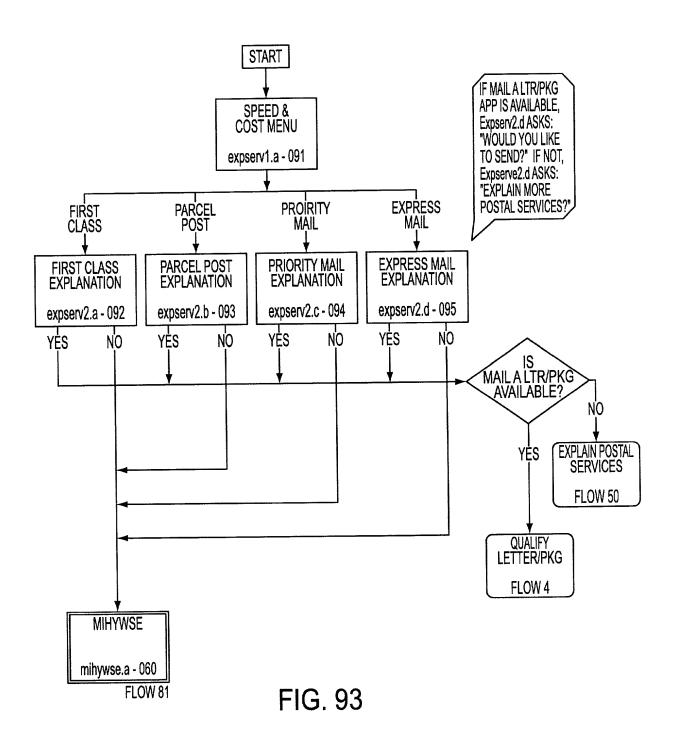


FIG. 92



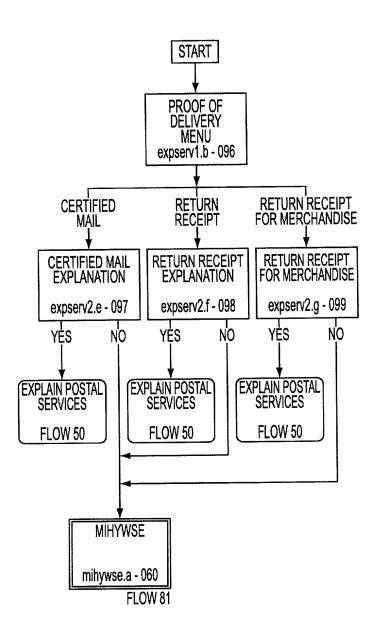


FIG. 94

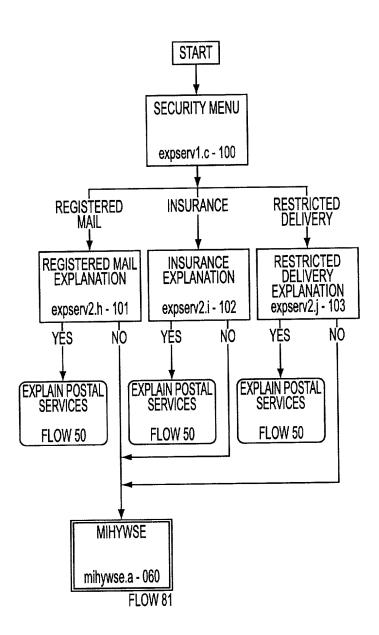


FIG. 95

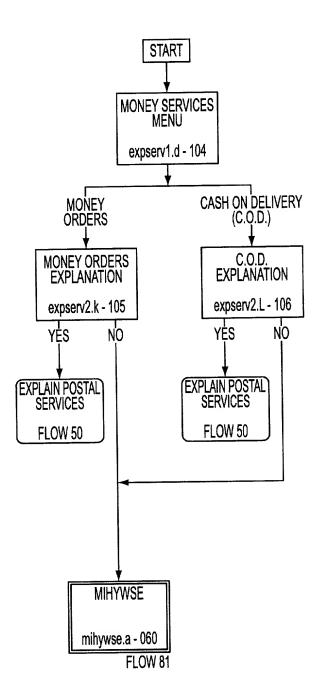
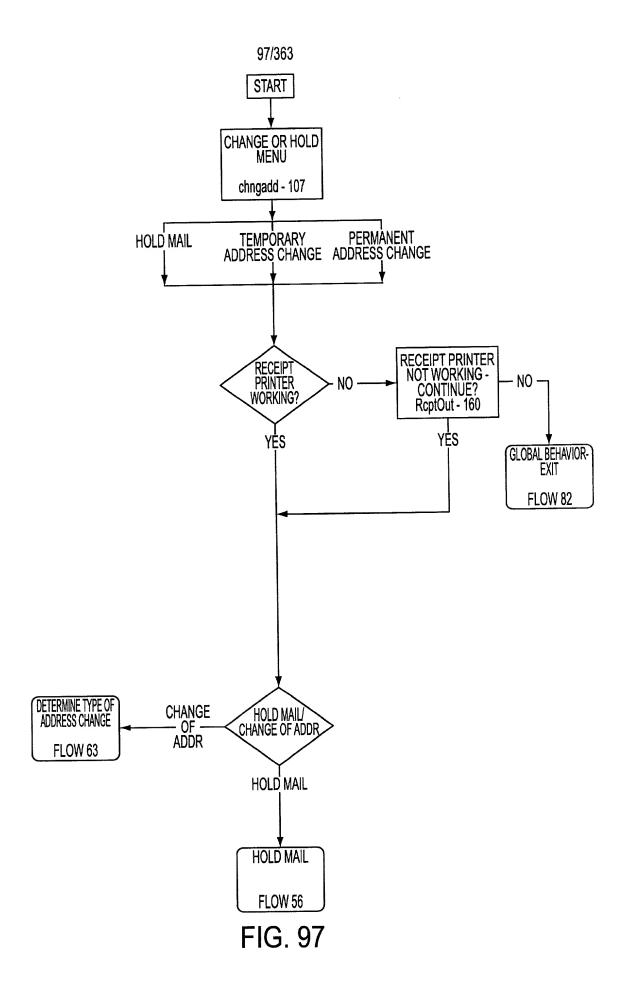
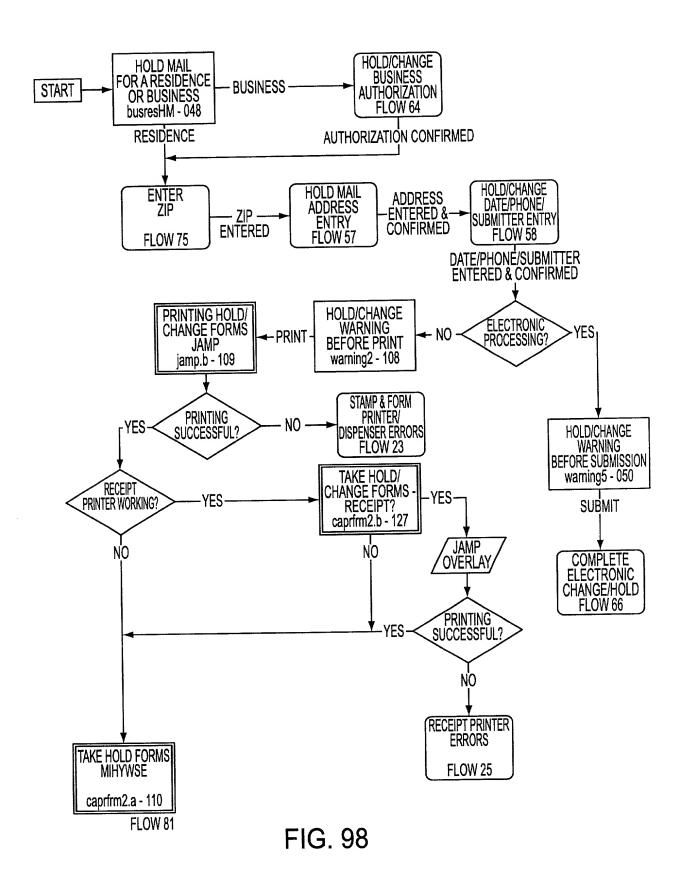


FIG. 96





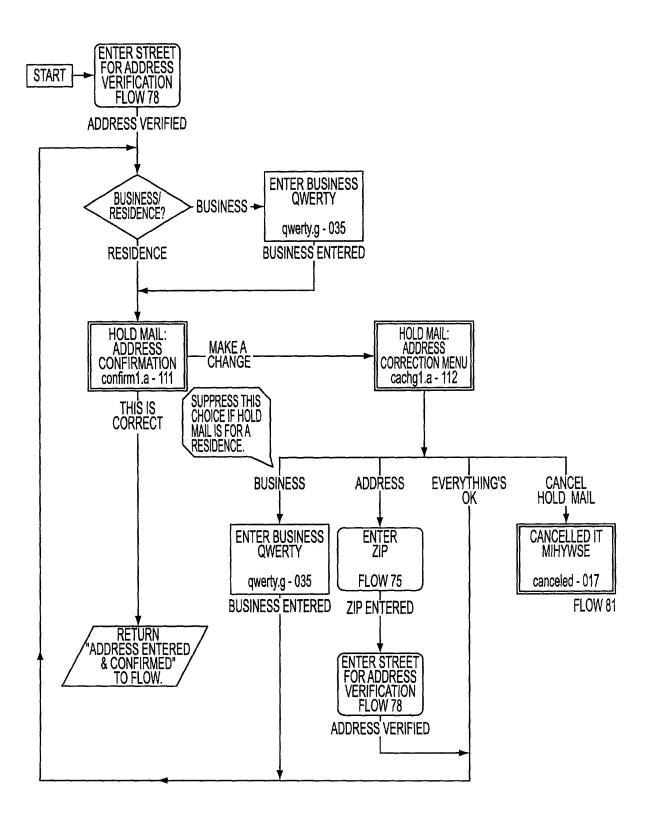


FIG. 99

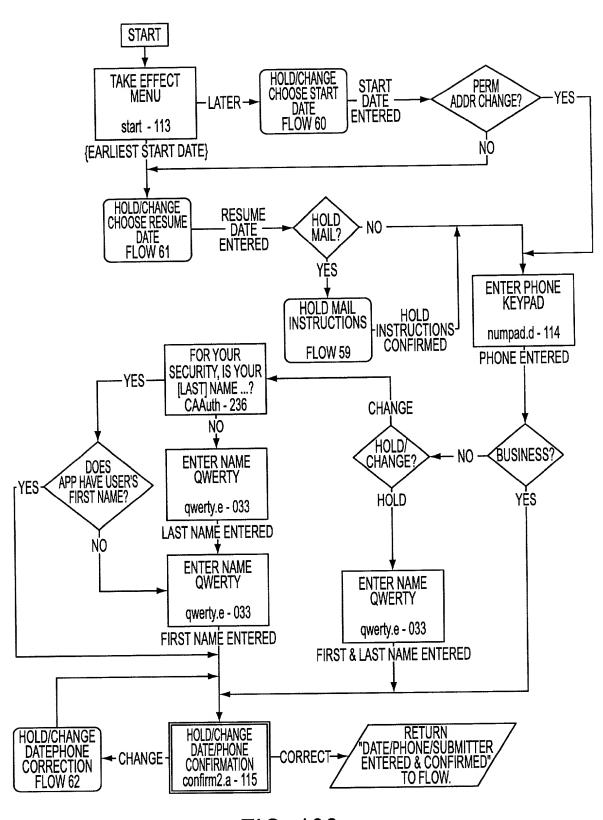


FIG. 100

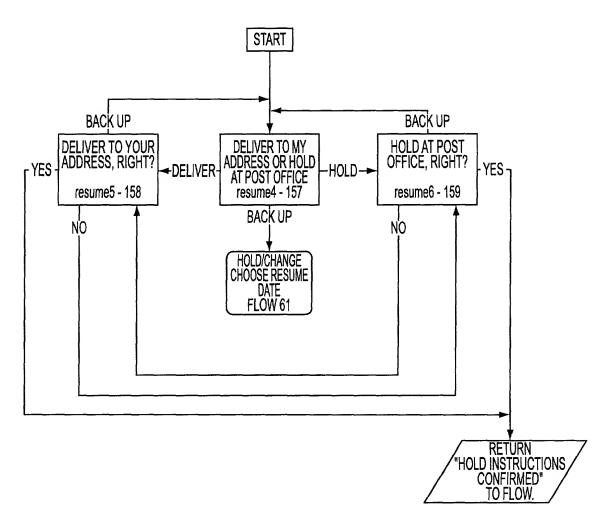


FIG. 101

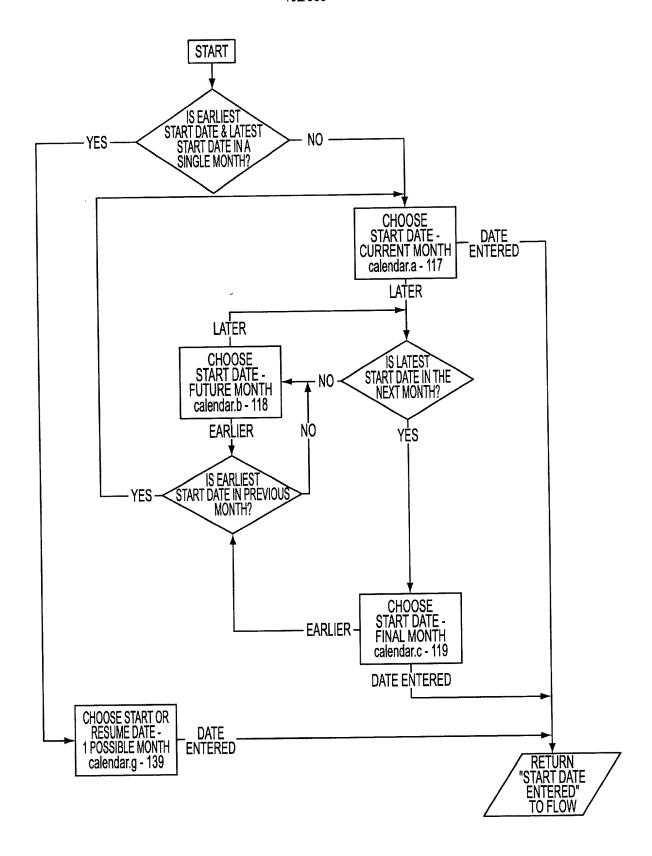


FIG. 102

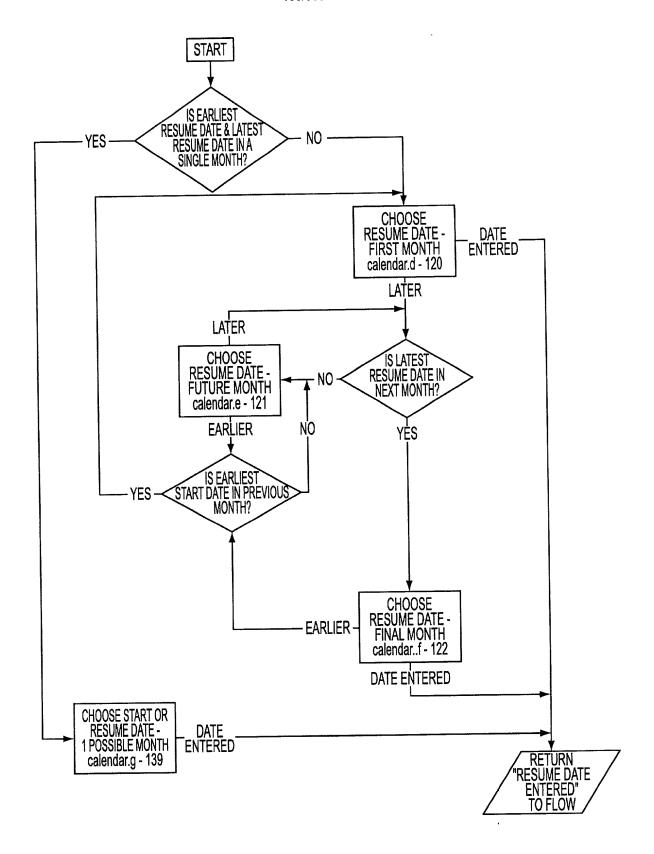
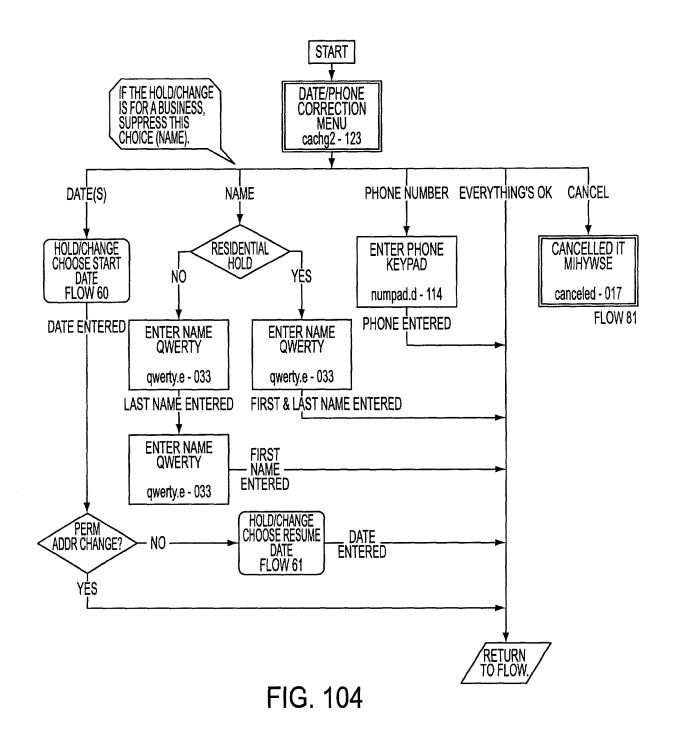


FIG. 103



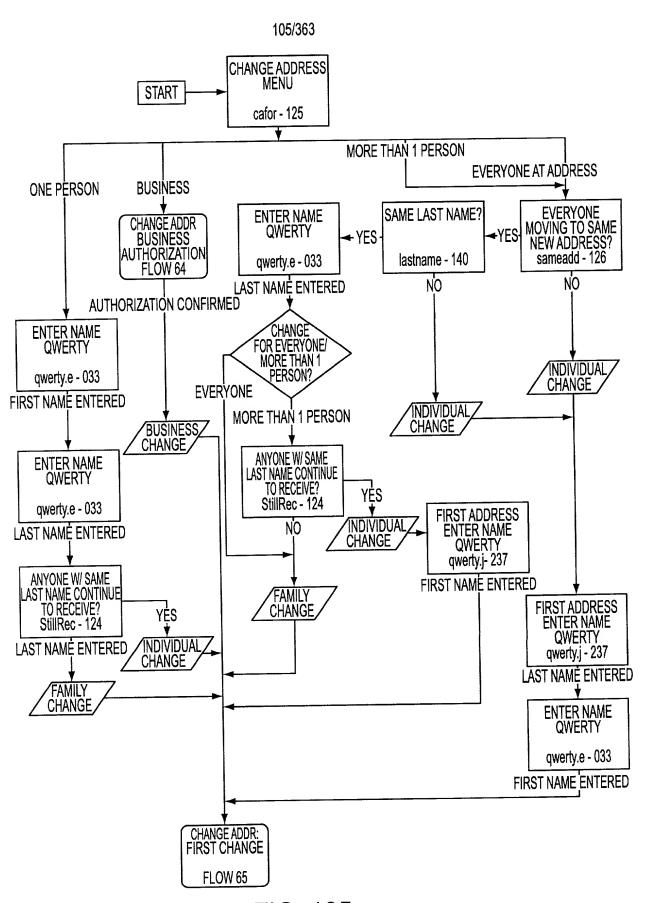


FIG. 105

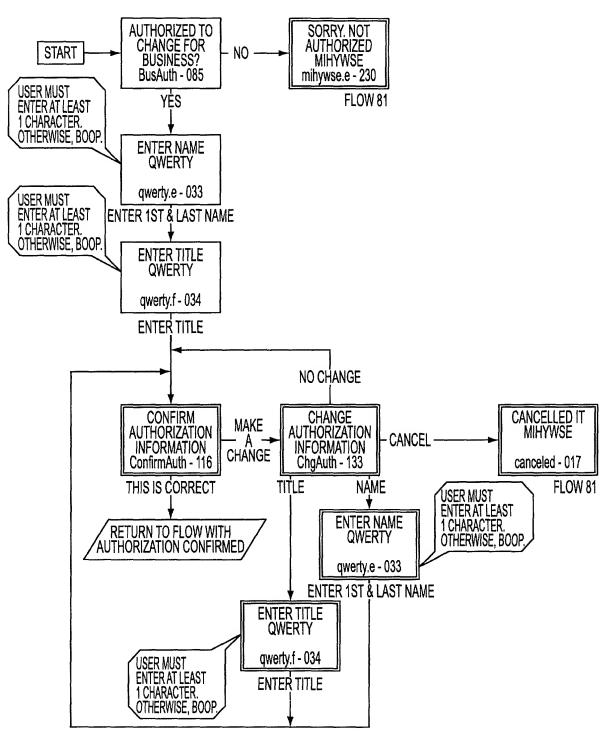


FIG. 106

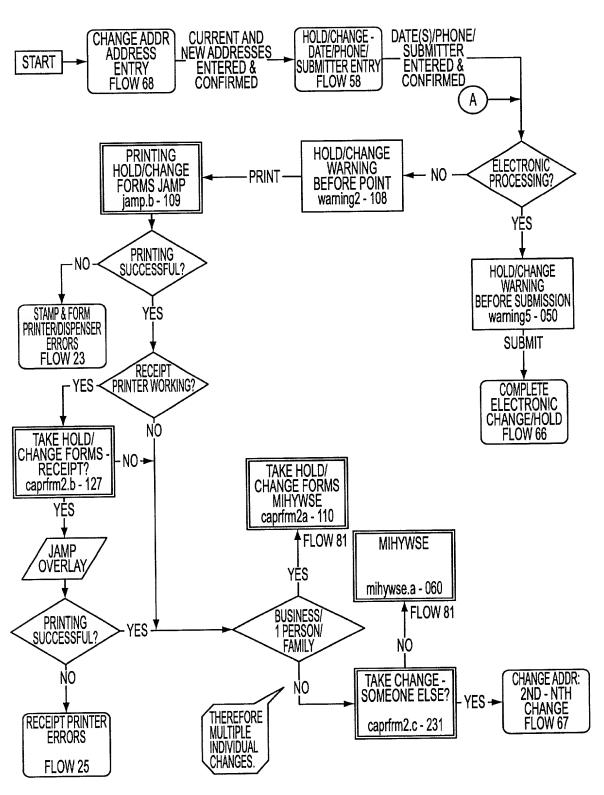


FIG. 107

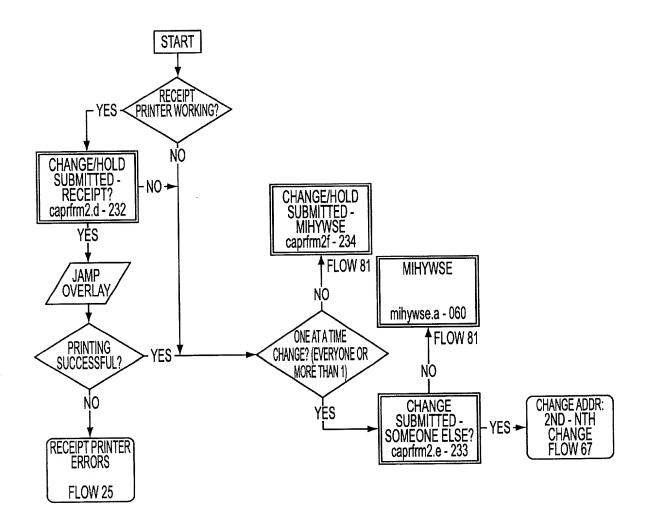


FIG. 108

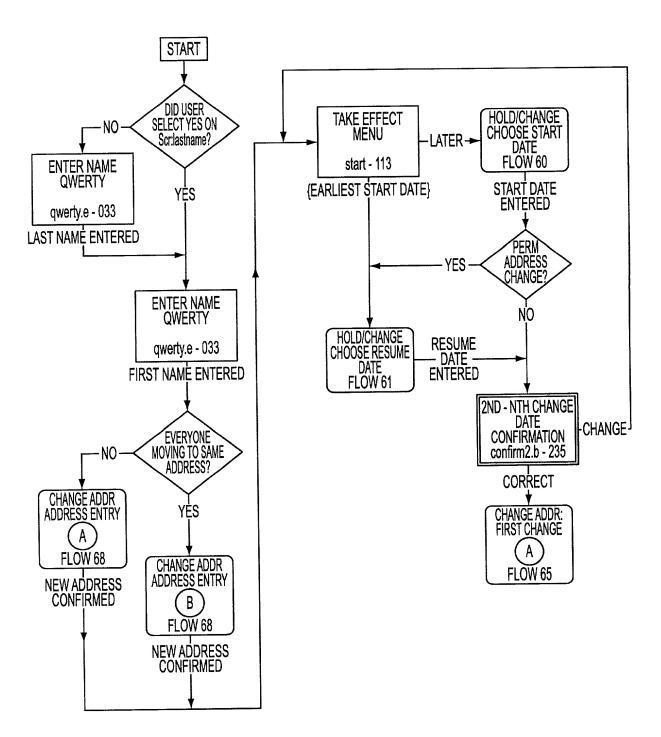


FIG. 109

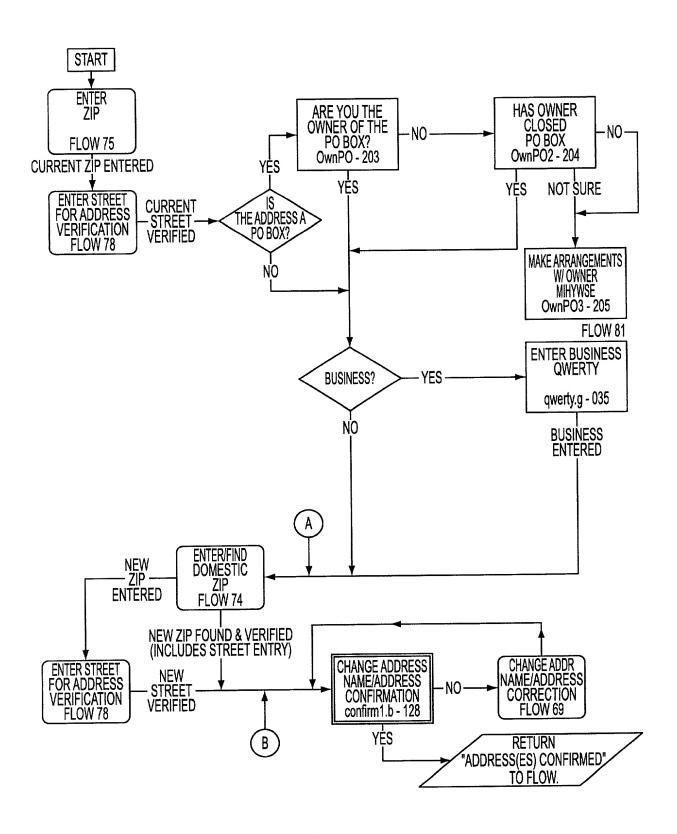
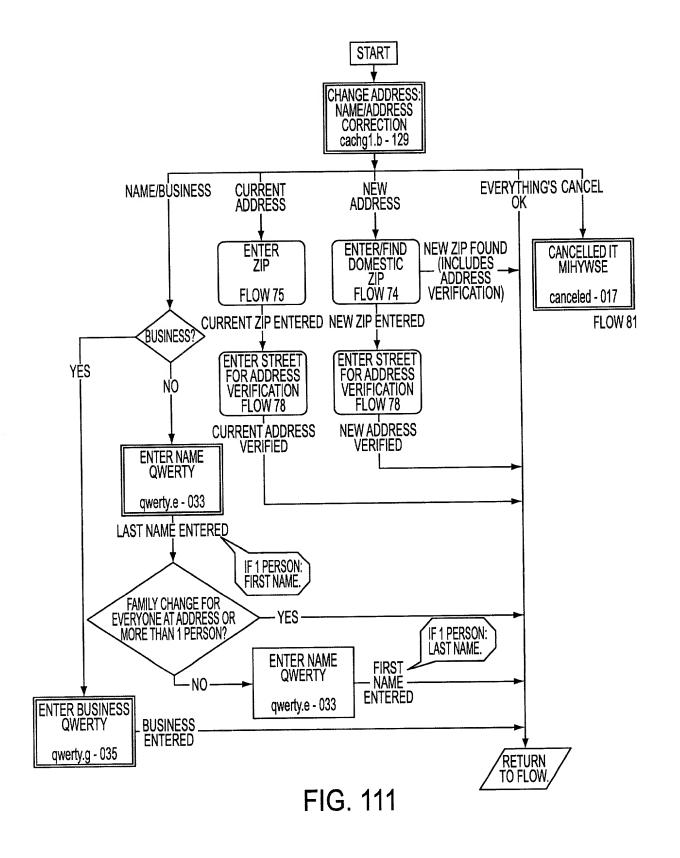


FIG. 110



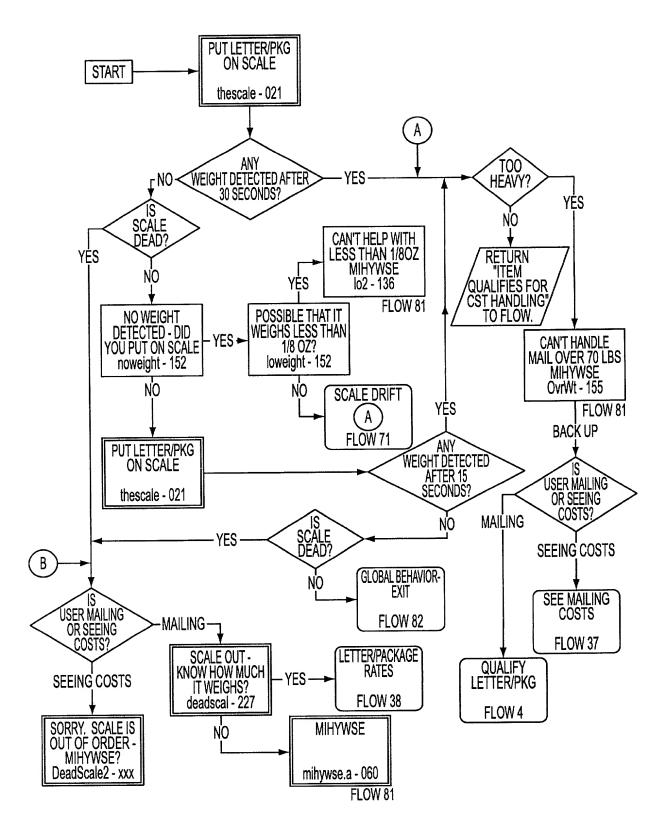
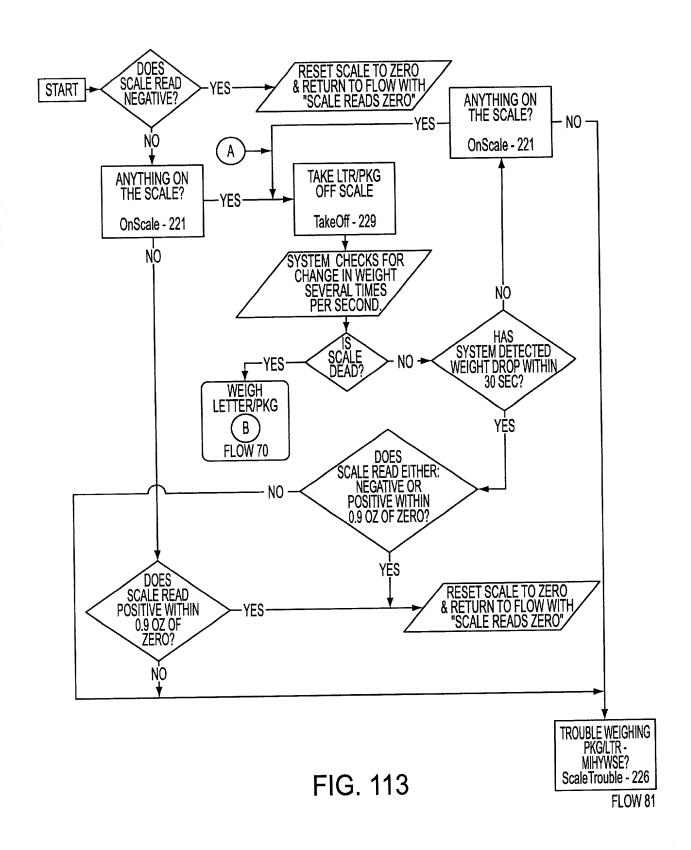


FIG. 112



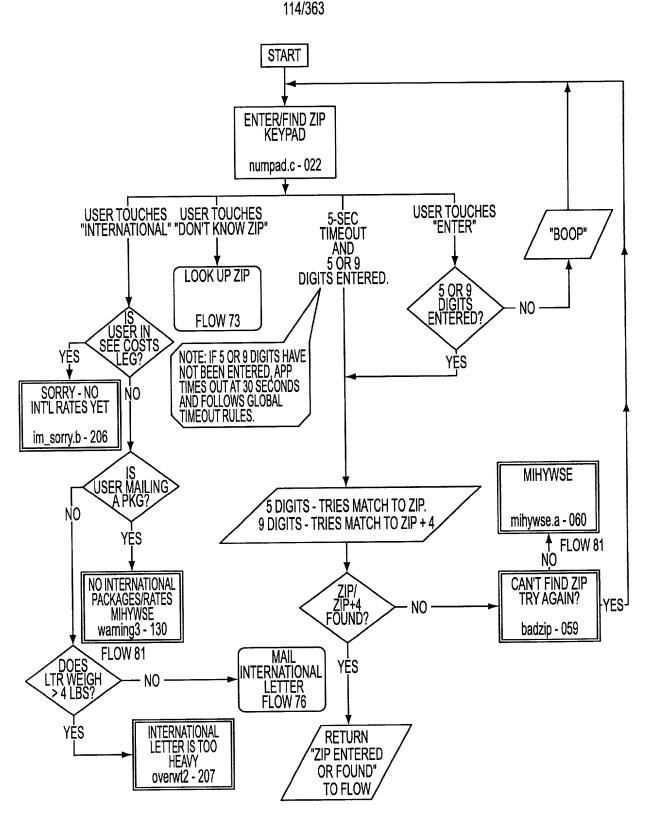


FIG. 114

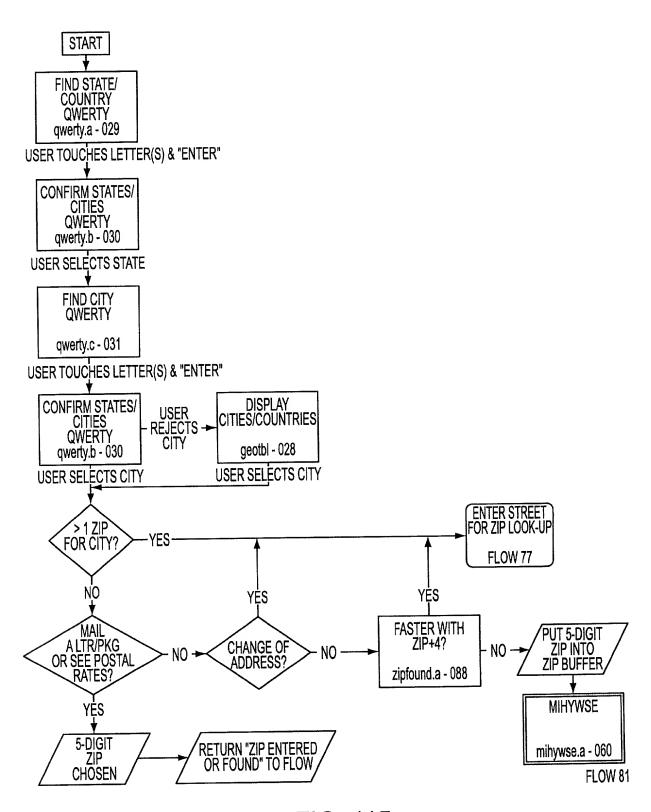
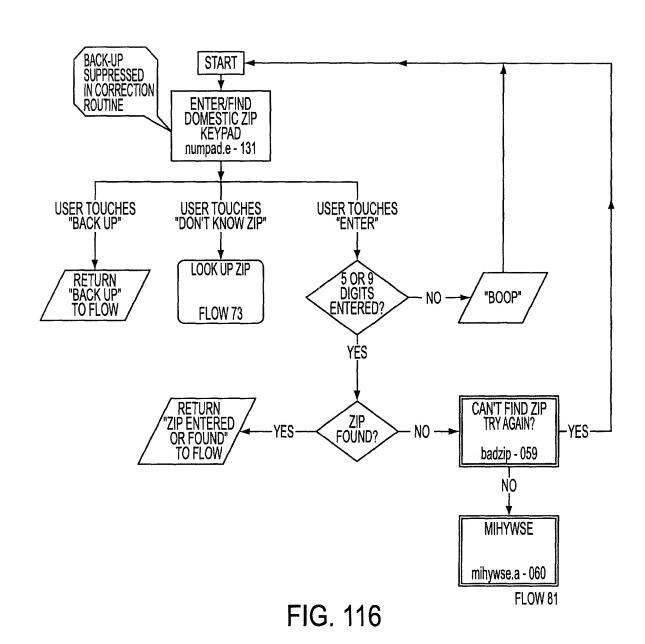
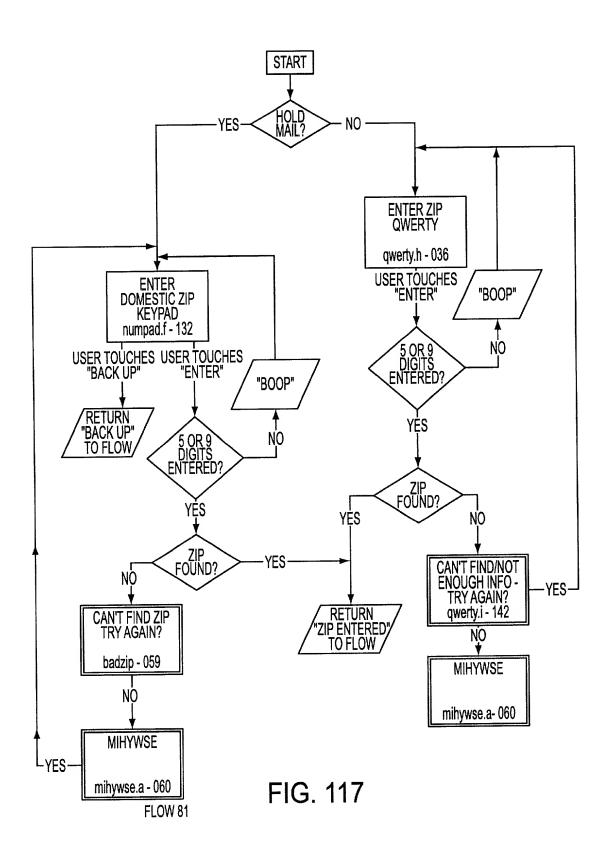
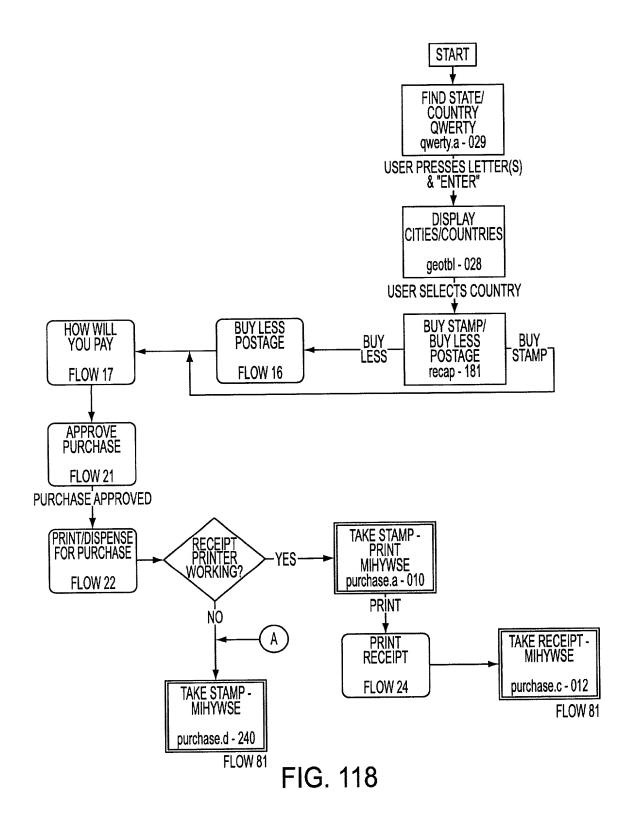


FIG. 115







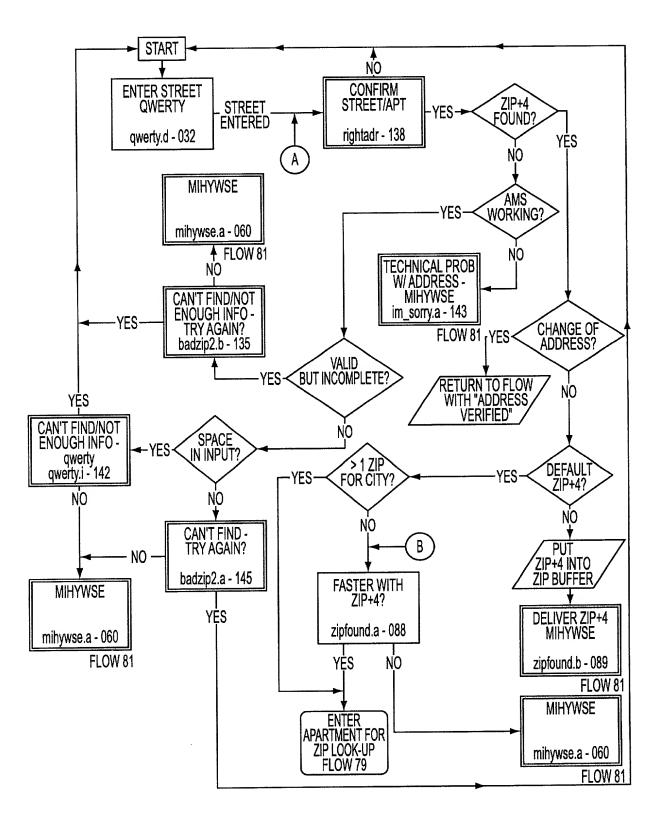


FIG. 119

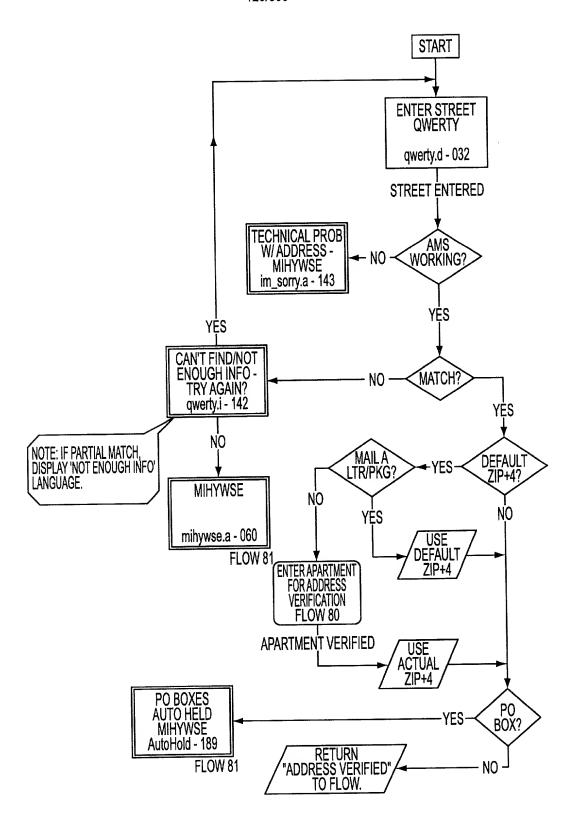


FIG. 120

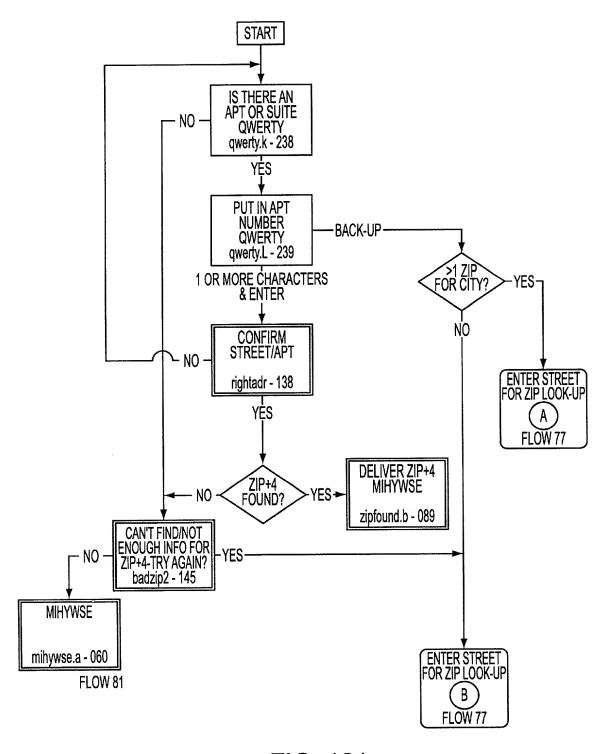


FIG. 121

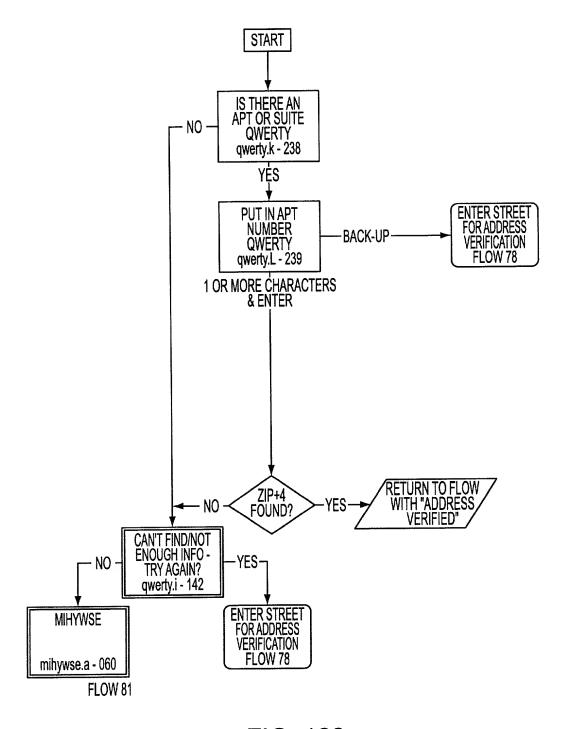


FIG. 122

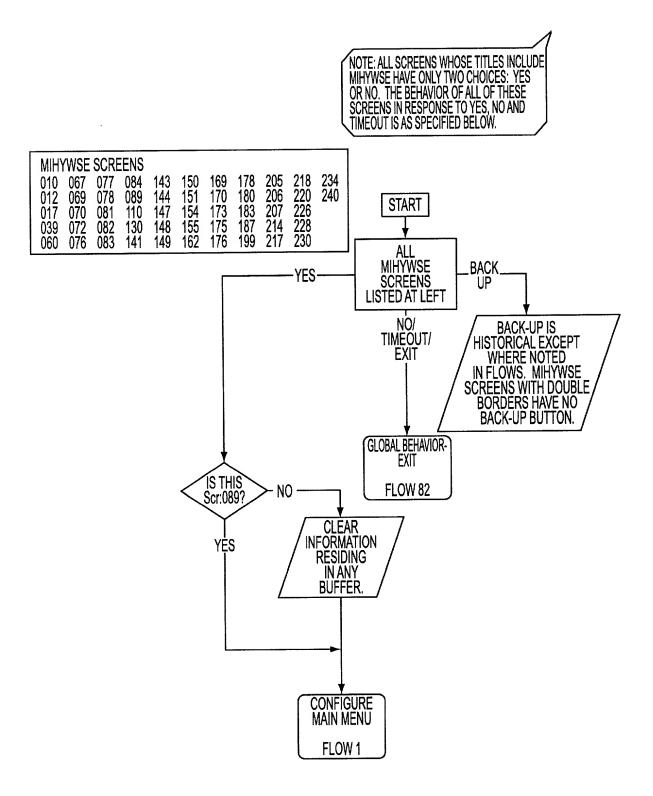


FIG. 123

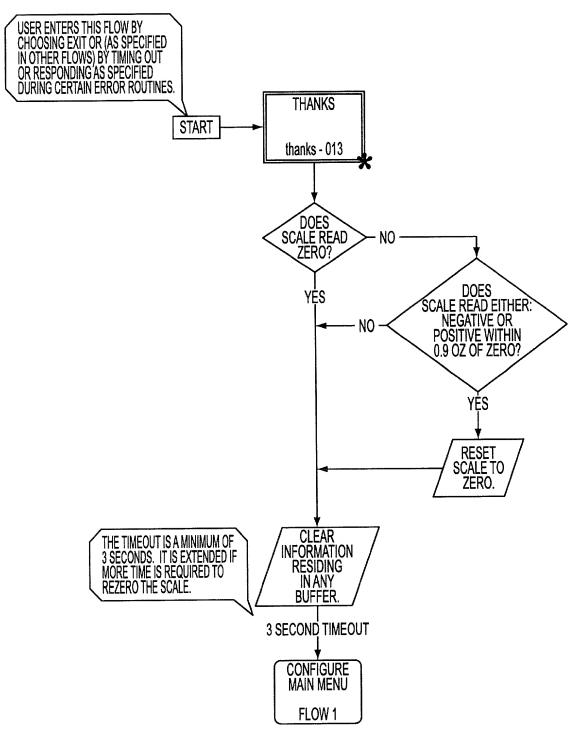


FIG. 124

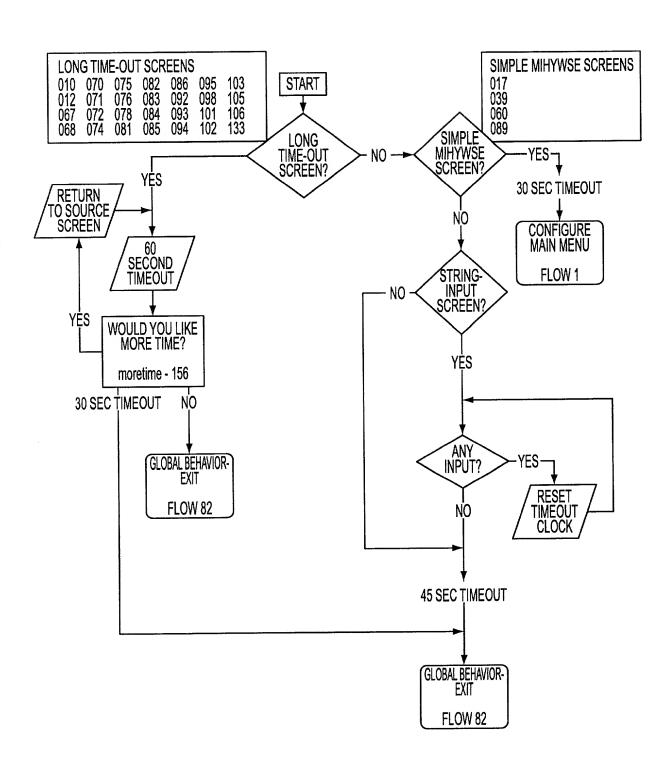


FIG. 125

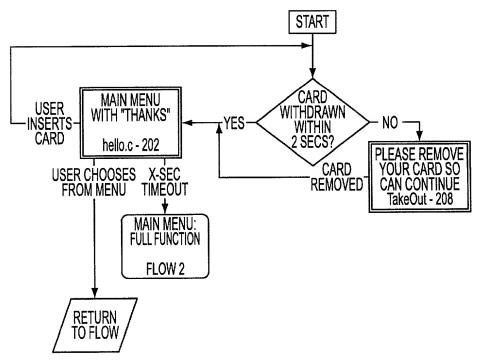


FIG. 126

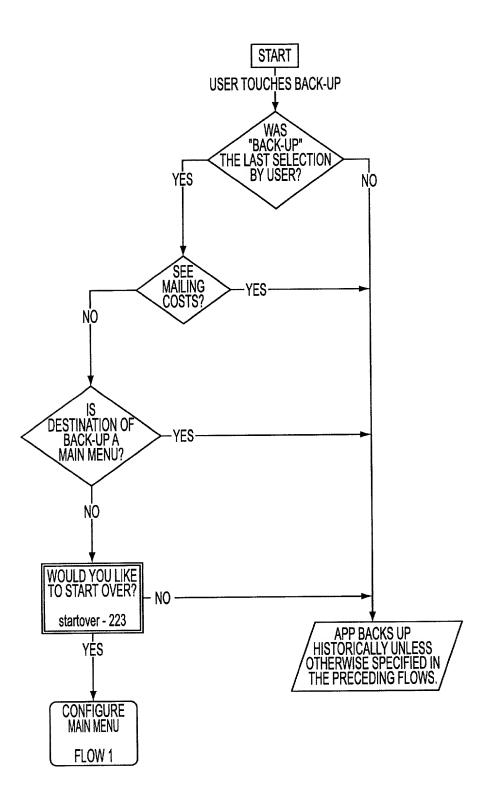


FIG. 127

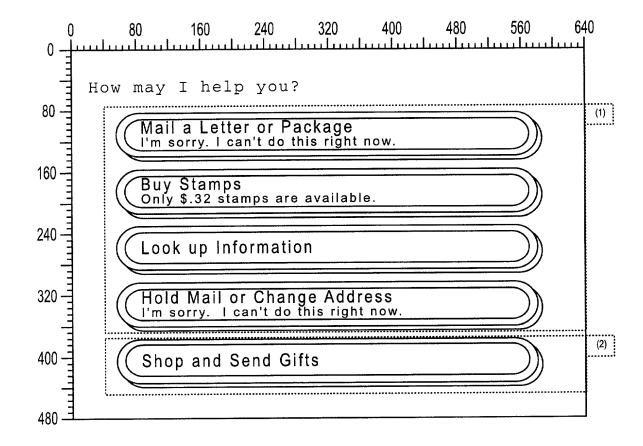


FIG. 128

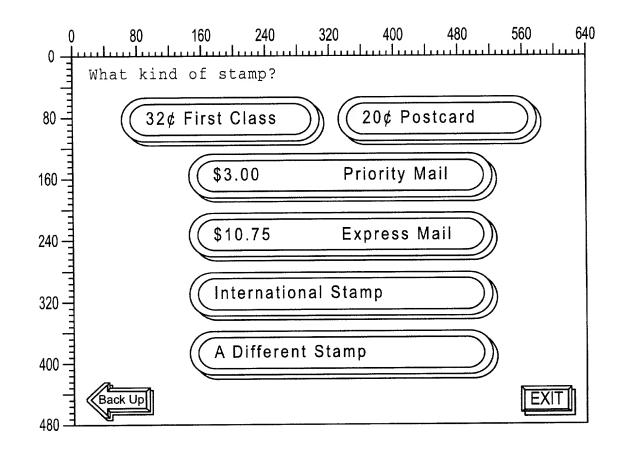


FIG. 129

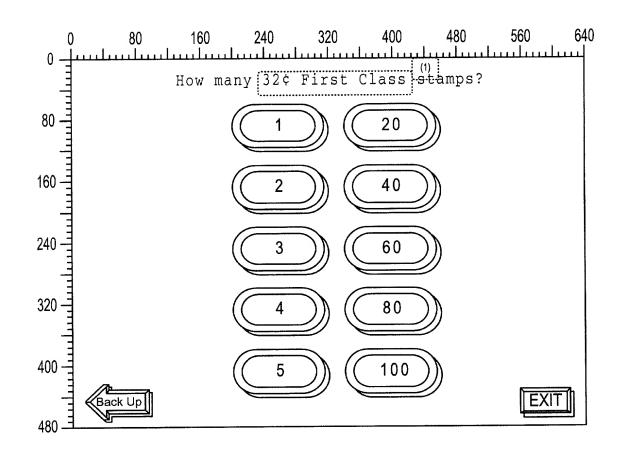


FIG. 130

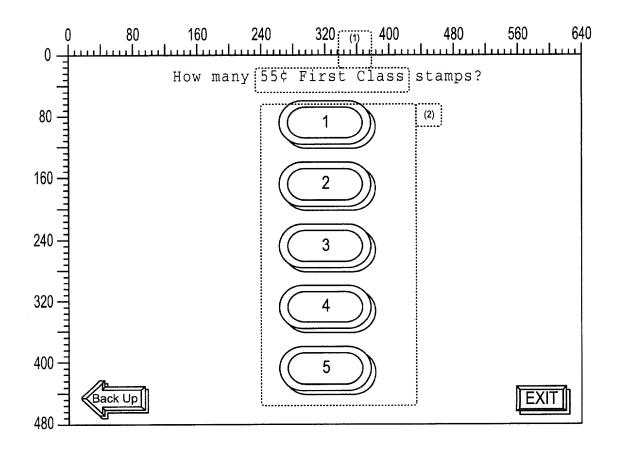


FIG. 131

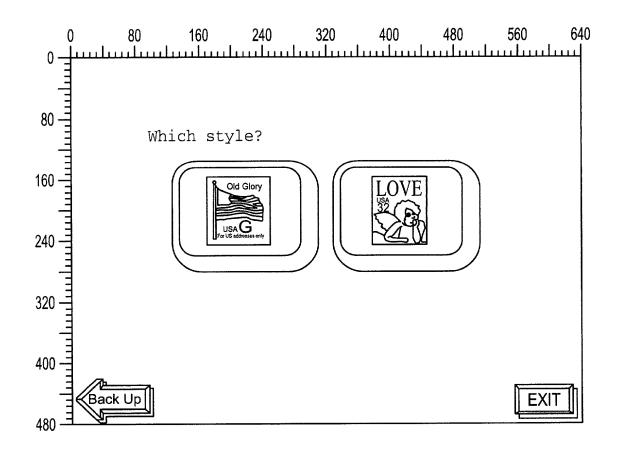


FIG. 132

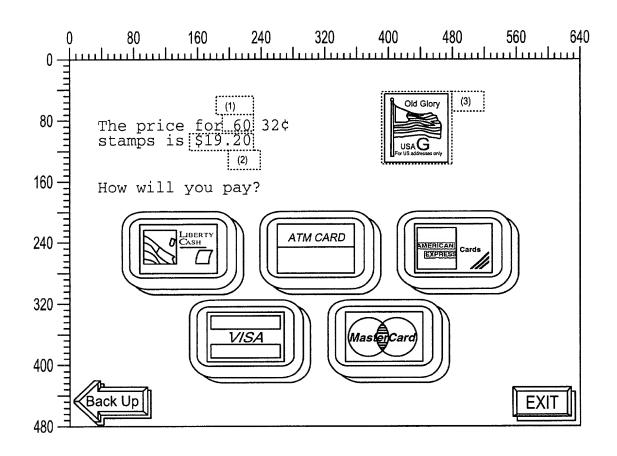


FIG. 133

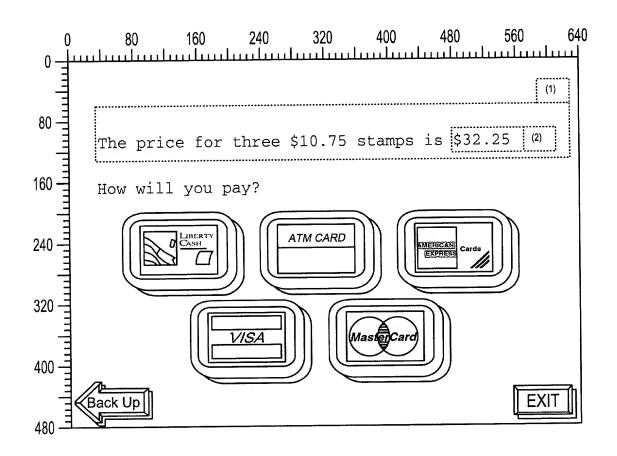


FIG. 134

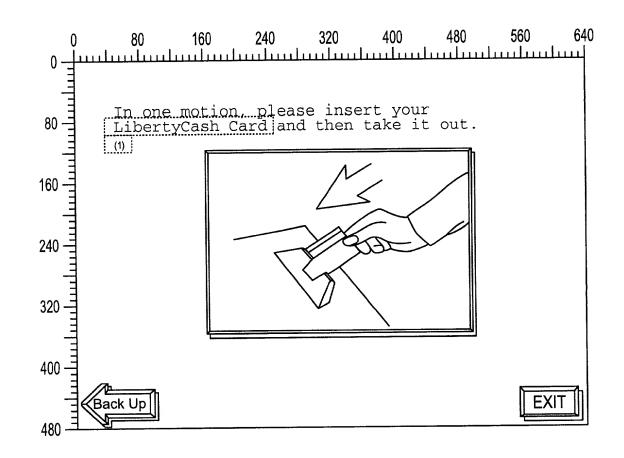


FIG. 135

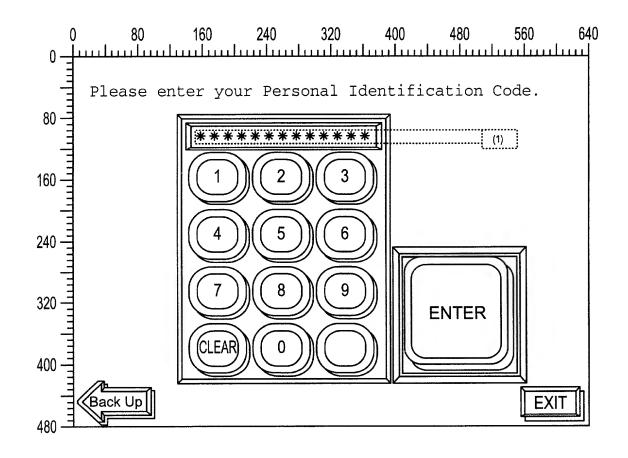


FIG. 136

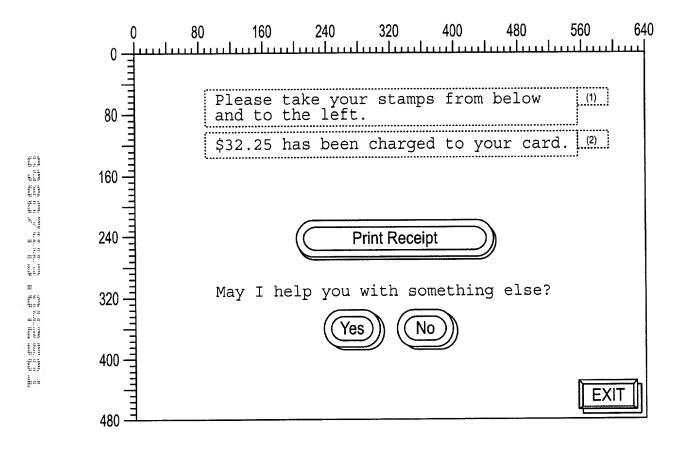


FIG. 137

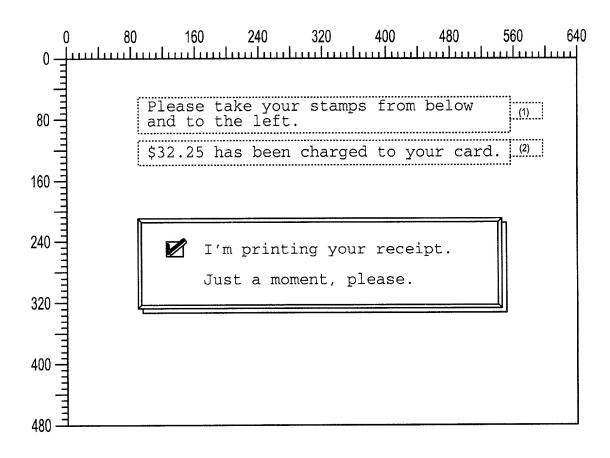


FIG. 138

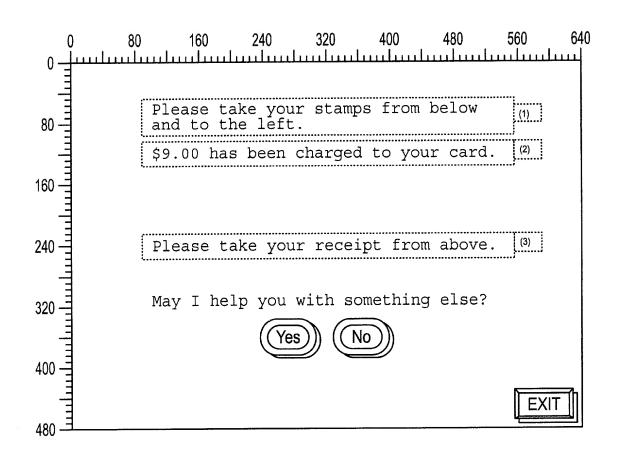


FIG. 139

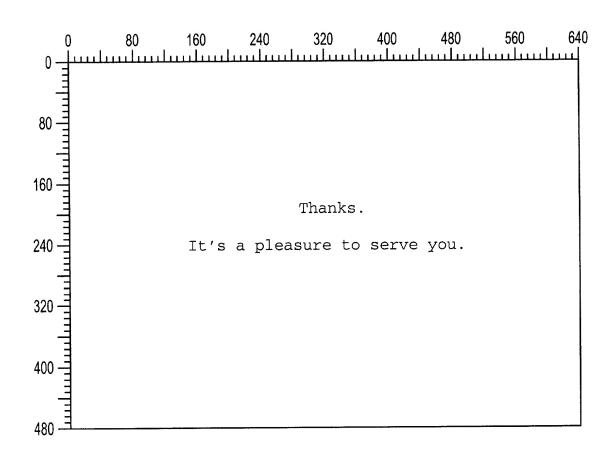


FIG. 140

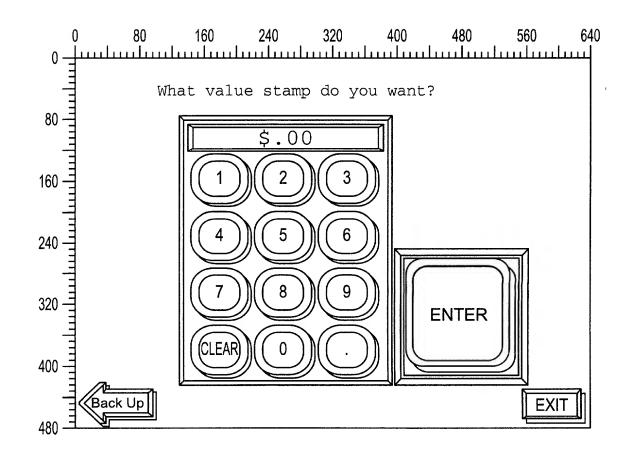


FIG. 141

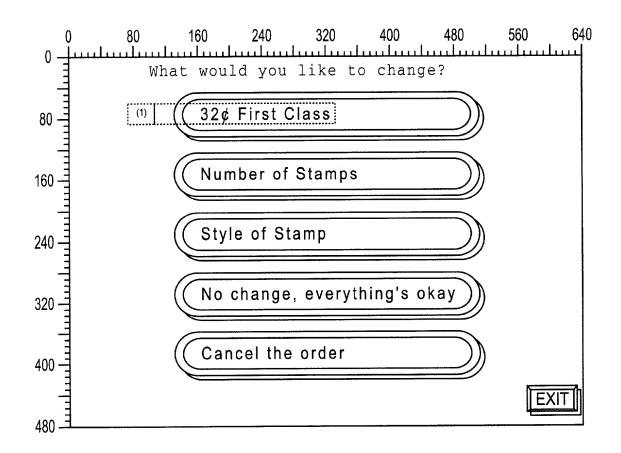


FIG. 142

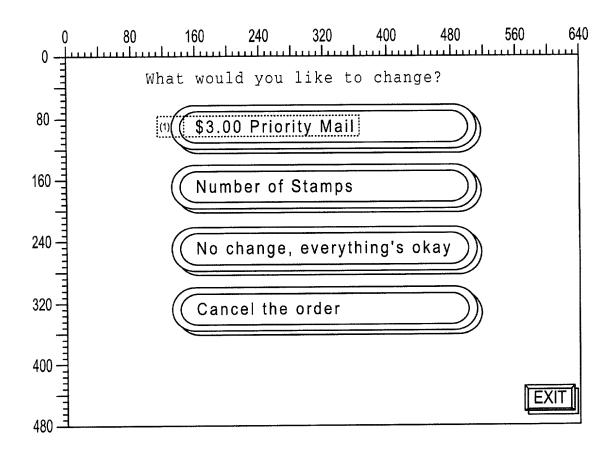


FIG. 143

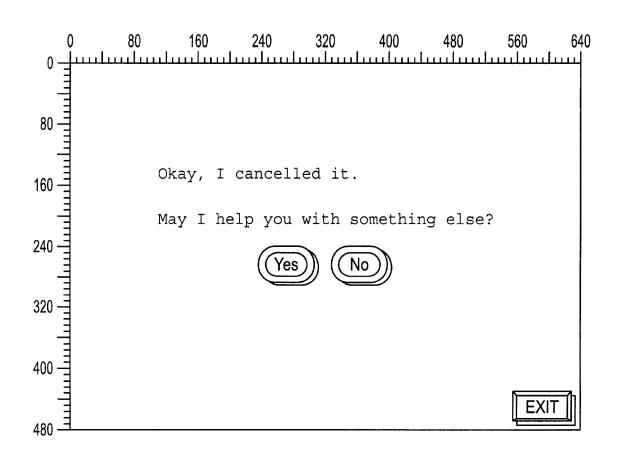


FIG. 144

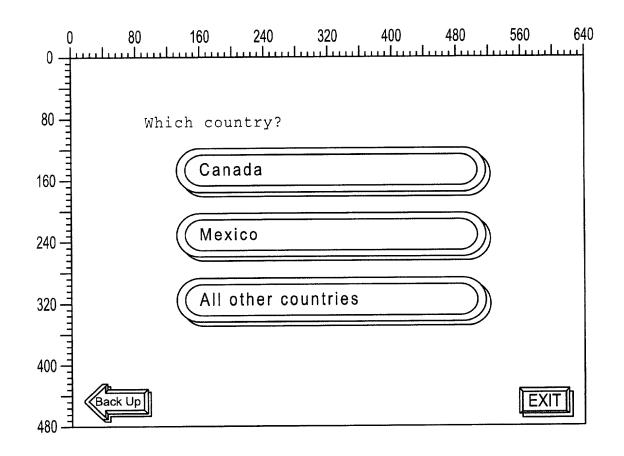


FIG. 145

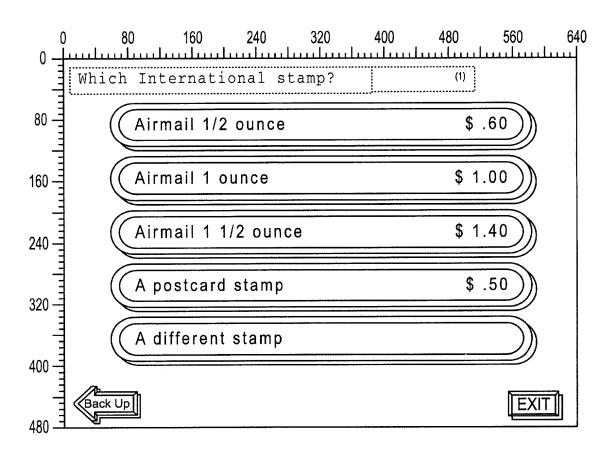


FIG. 146

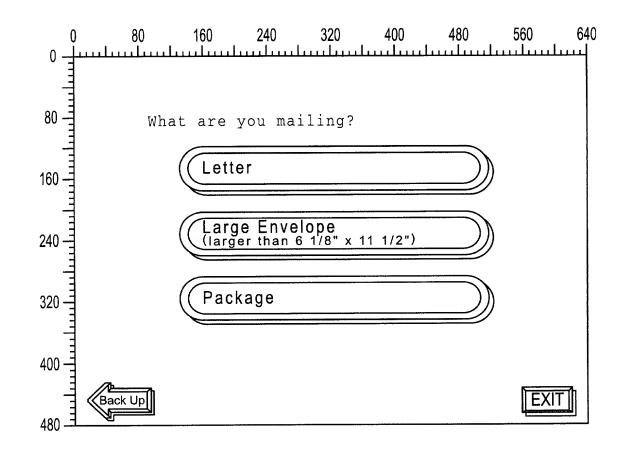


FIG. 147

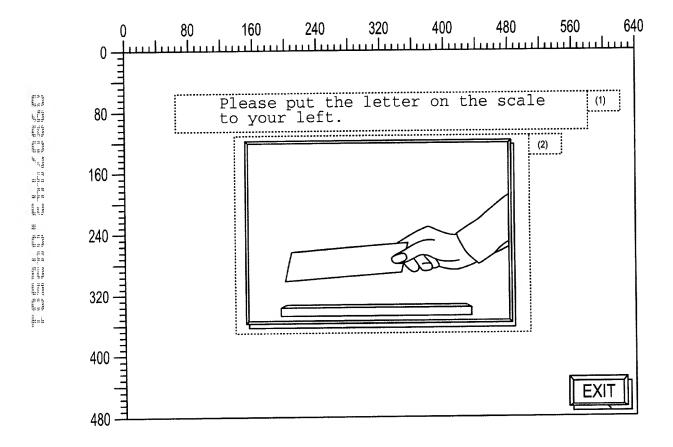


FIG. 148

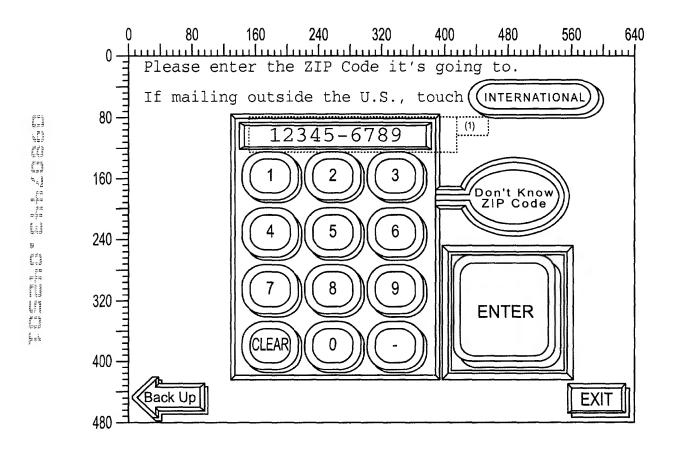


FIG. 149

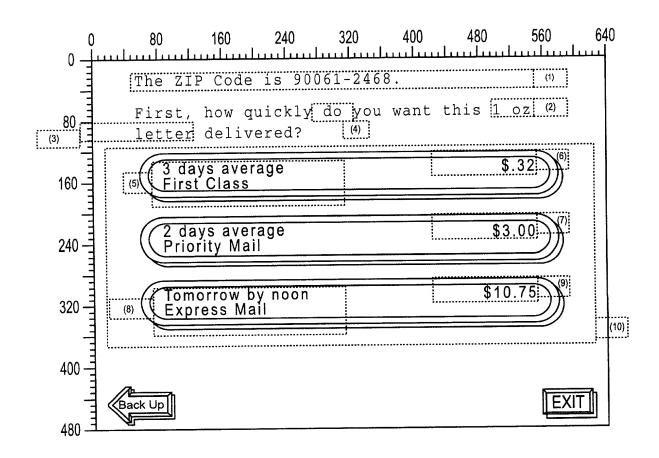


FIG. 150

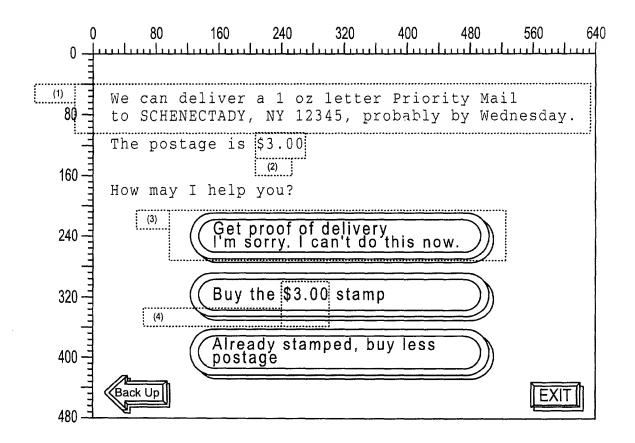


FIG. 151

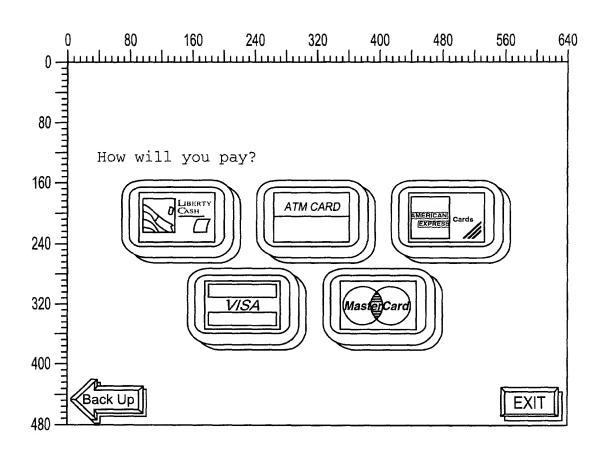


FIG. 152

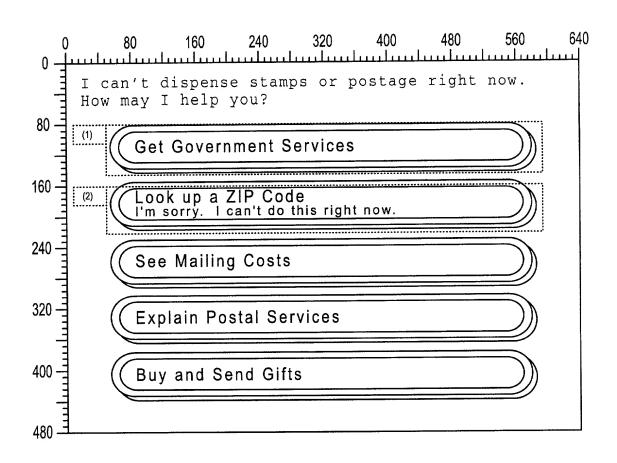


FIG. 153

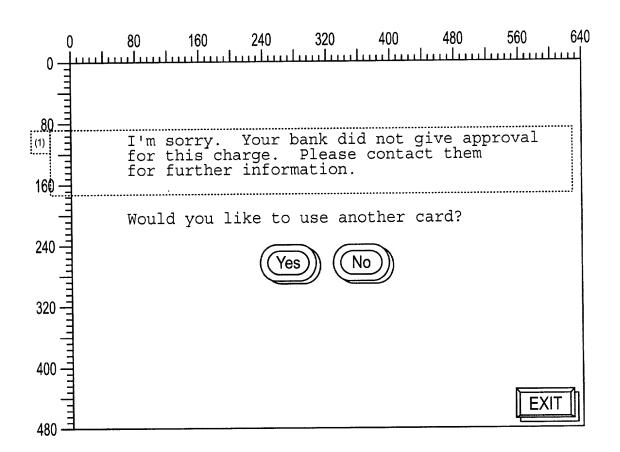


FIG. 154

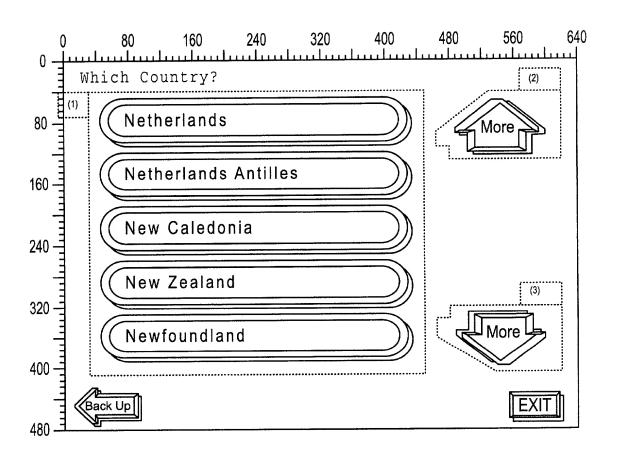


FIG. 155

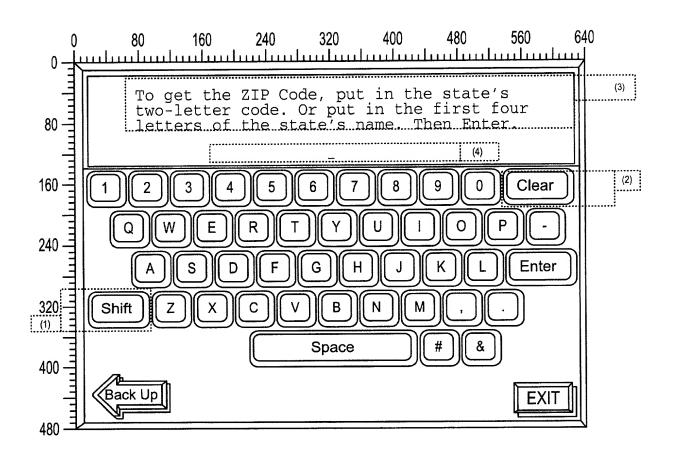


FIG. 156

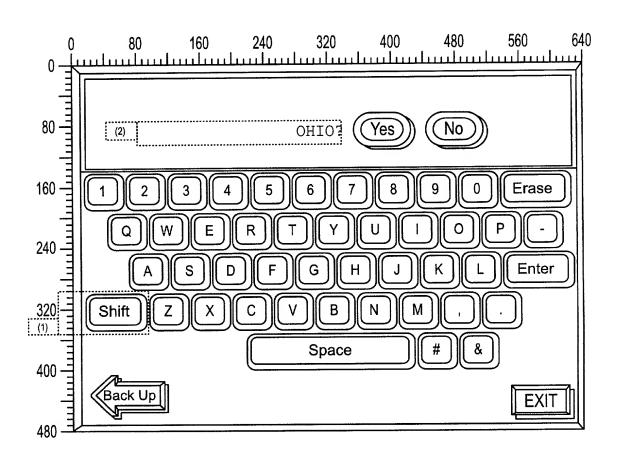


FIG. 157

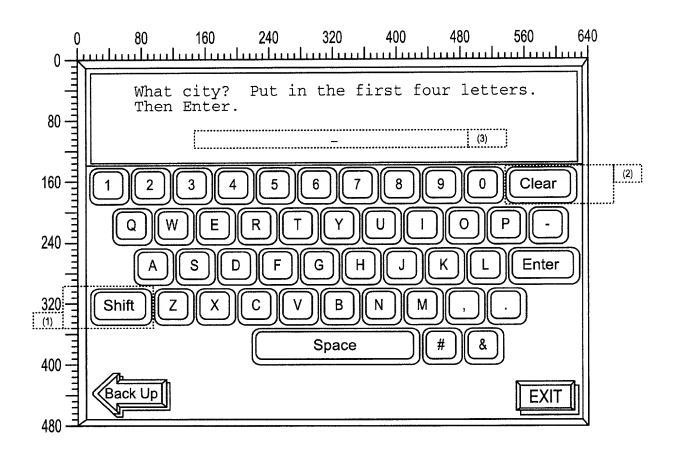


FIG. 158

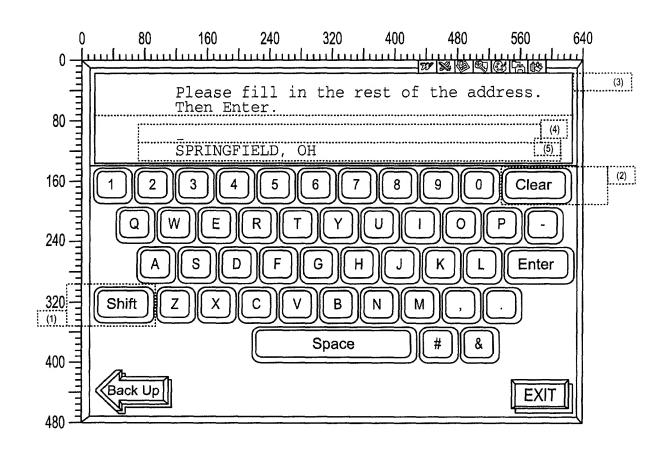


FIG. 159

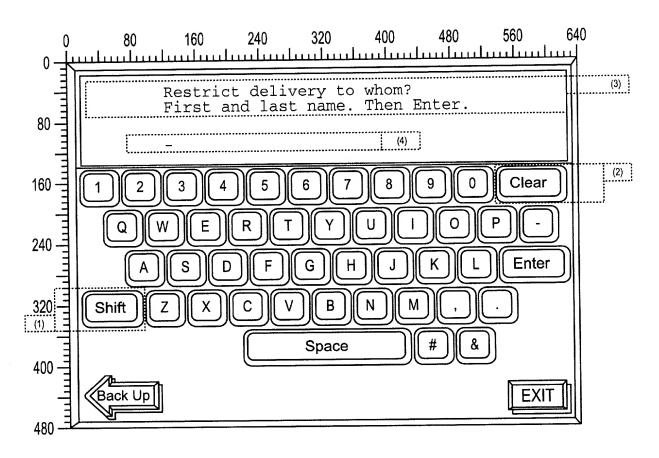


FIG. 160

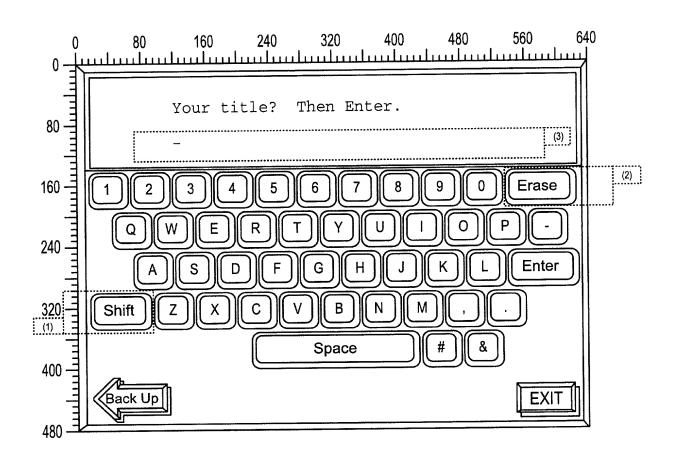


FIG. 161

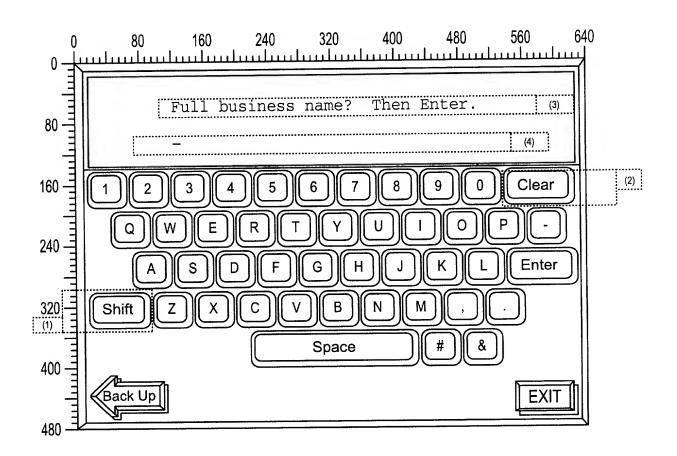


FIG. 162

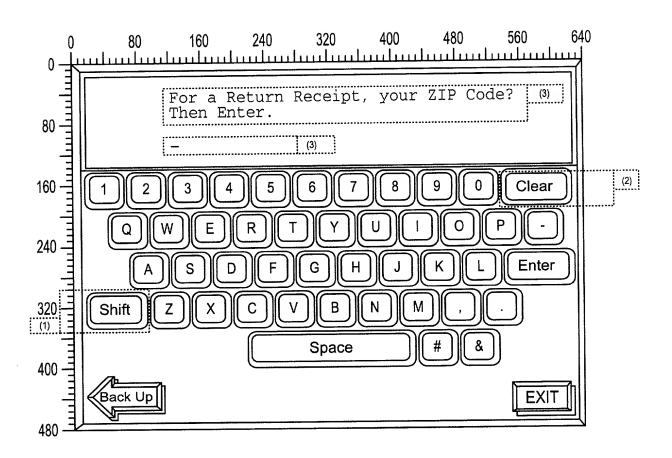


FIG. 163

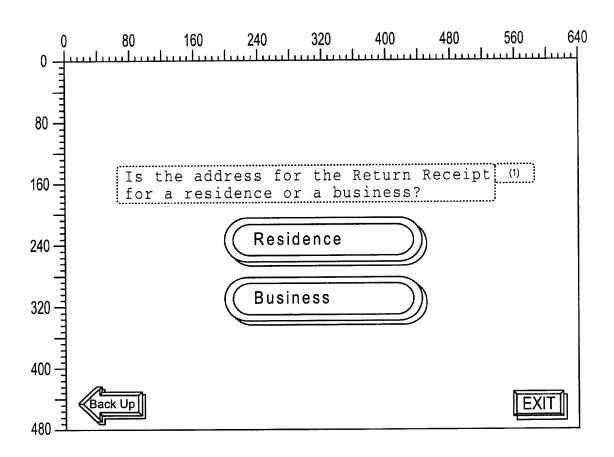


FIG. 164

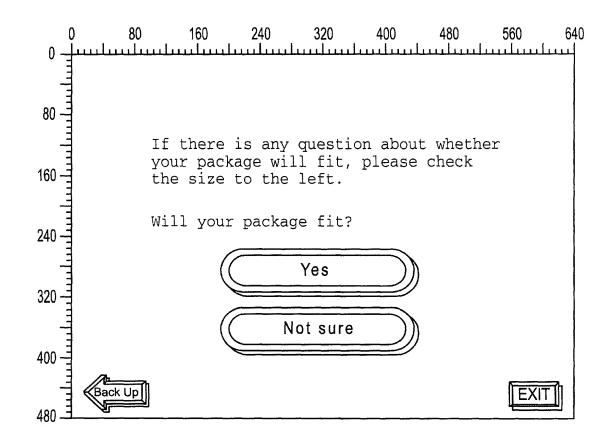


FIG. 165

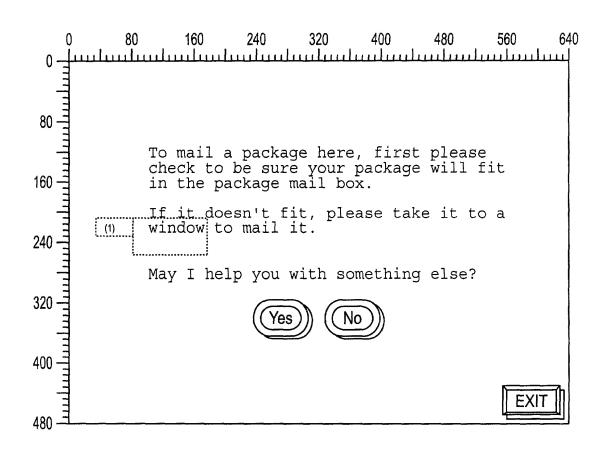


FIG. 166

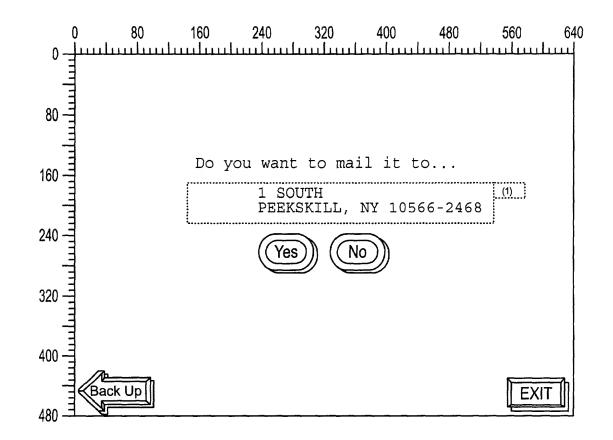


FIG. 167

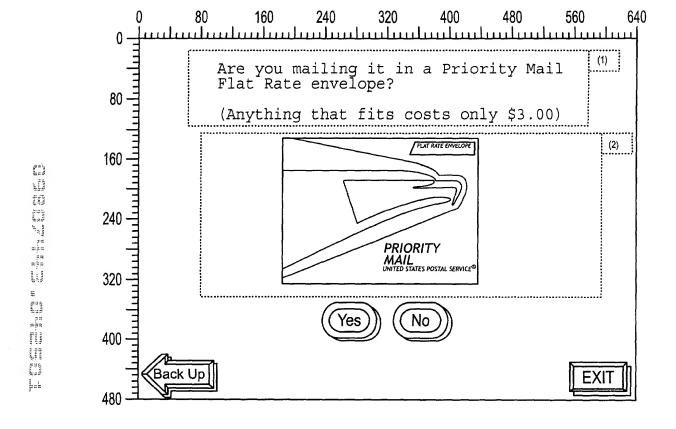


FIG. 168

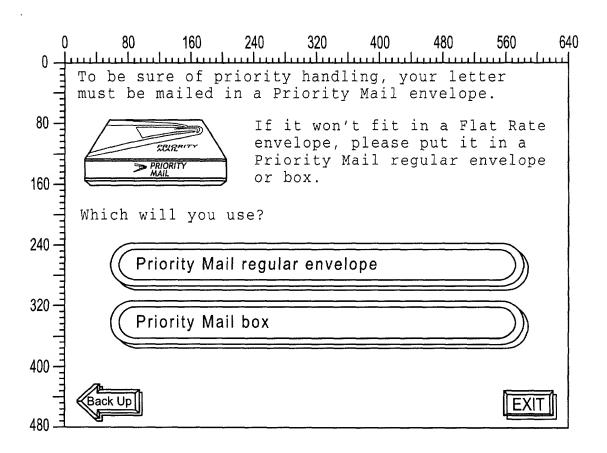


FIG. 169

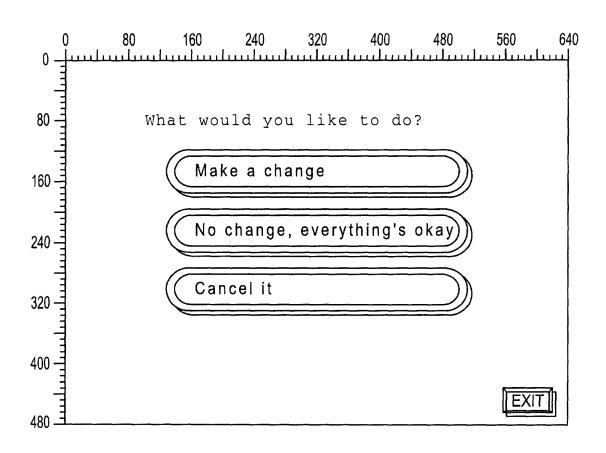


FIG. 170

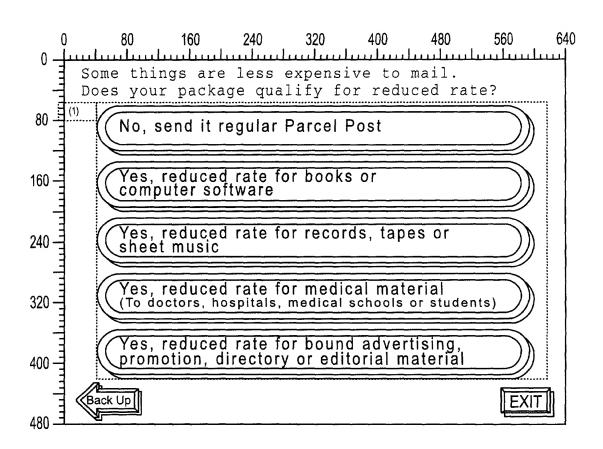


FIG. 171

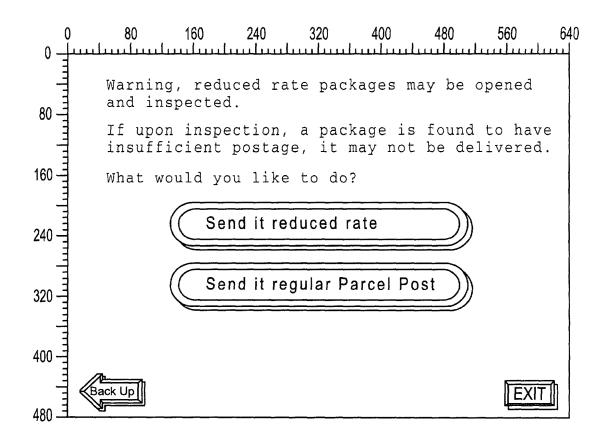


FIG. 172

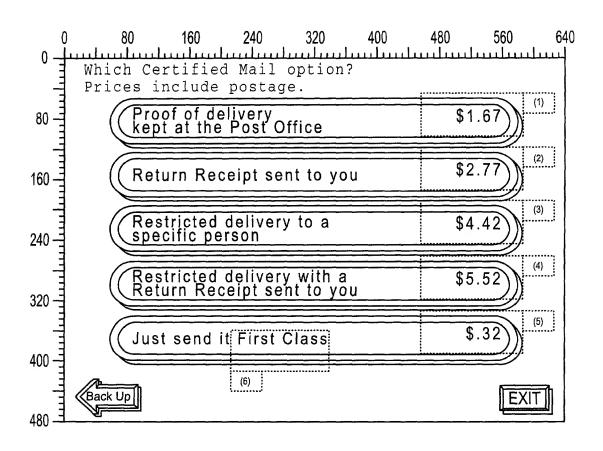


FIG. 173

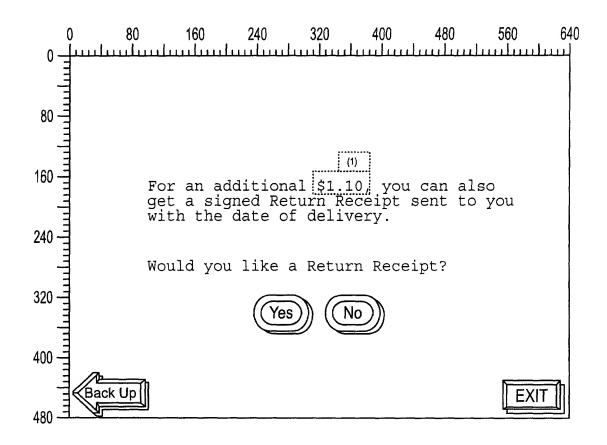


FIG. 174

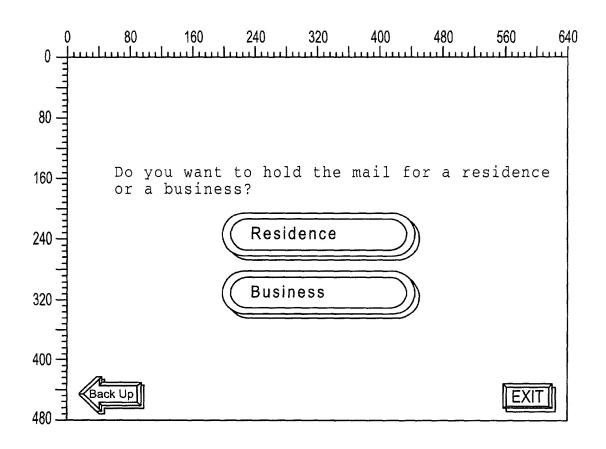


FIG. 175

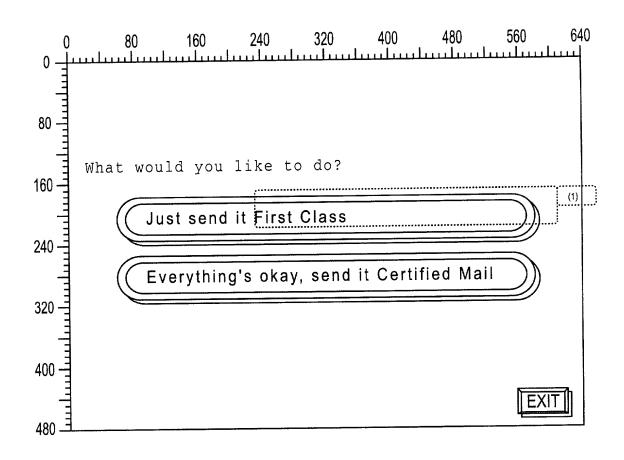


FIG. 176

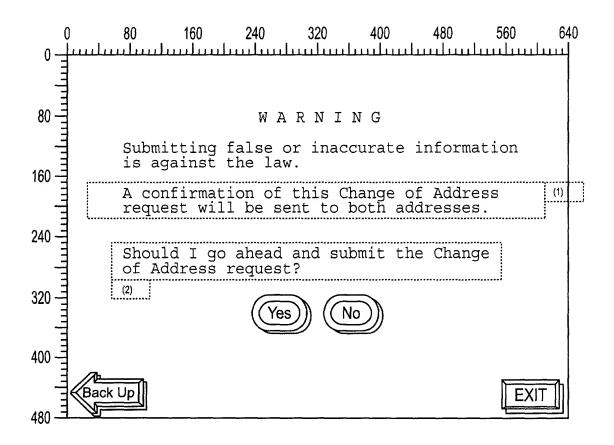


FIG. 177

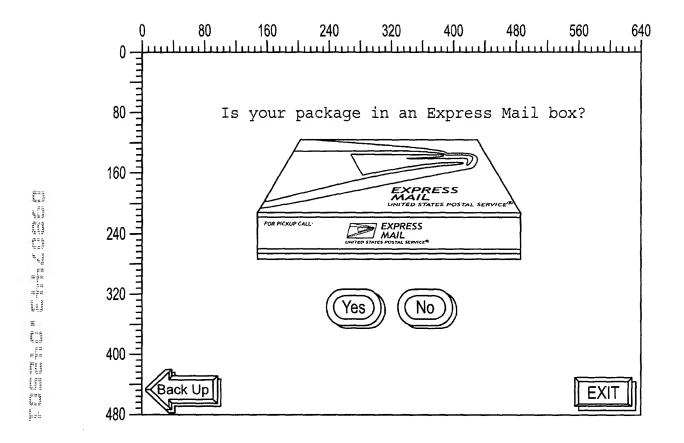


FIG. 178

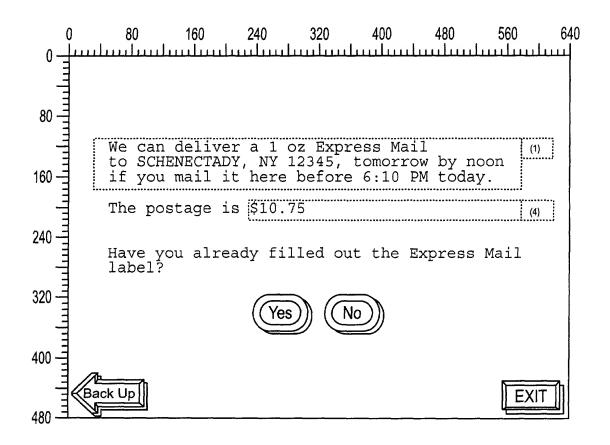


FIG. 179

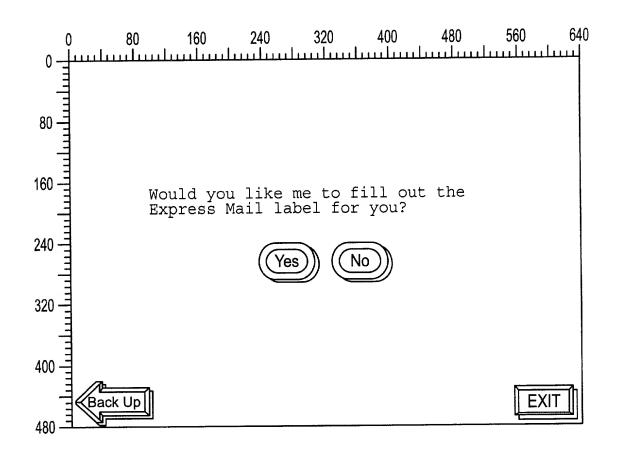


FIG. 180

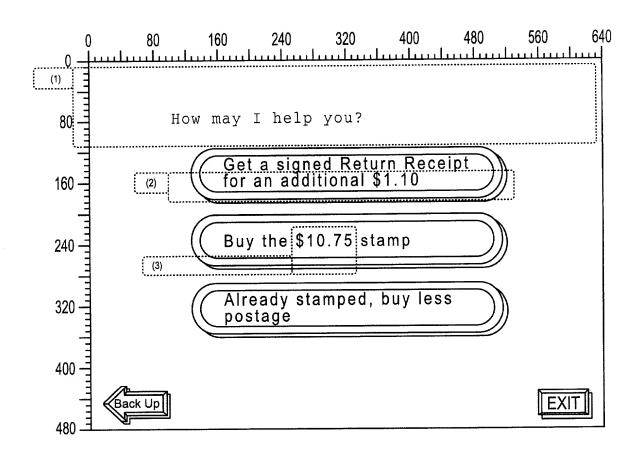


FIG. 181

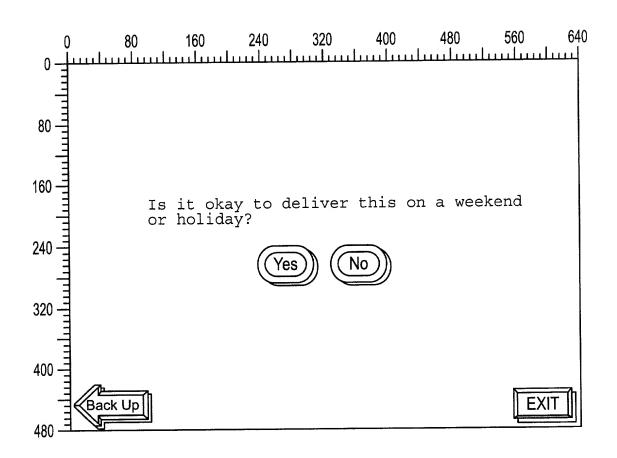


FIG. 182

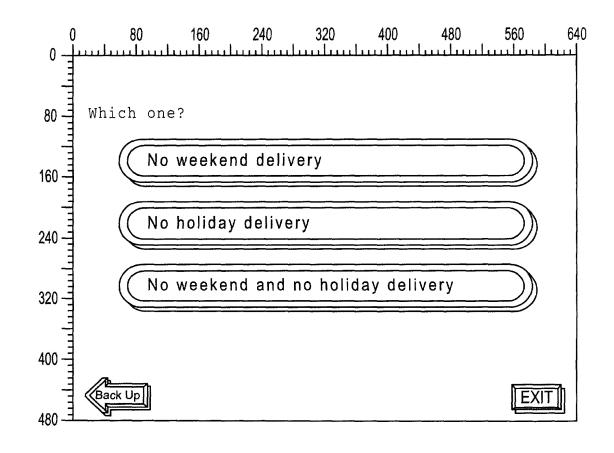


FIG. 183

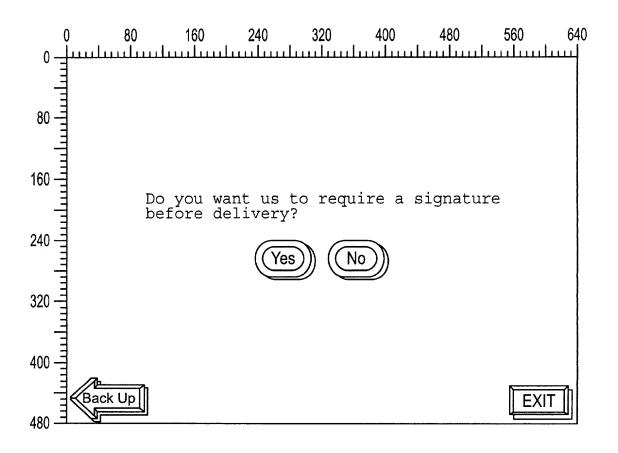


FIG. 184

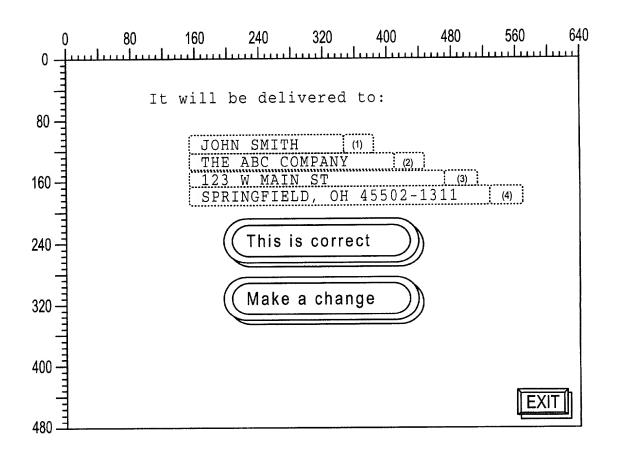


FIG. 185

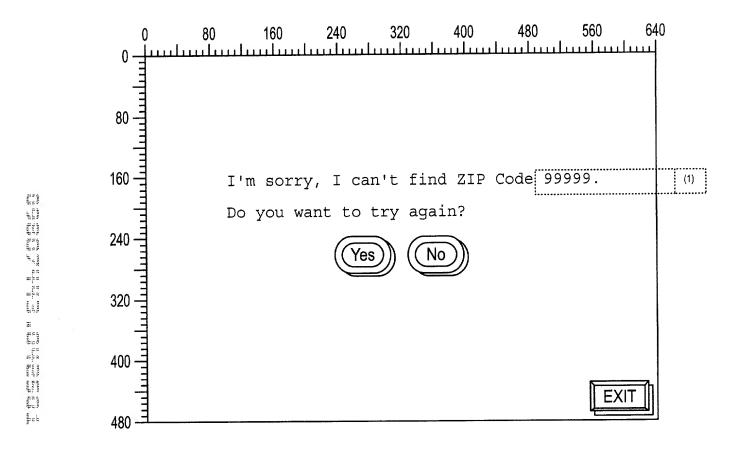


FIG. 186

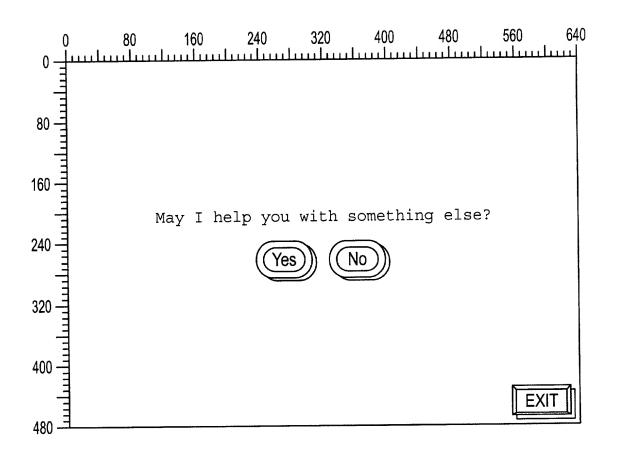


FIG. 187

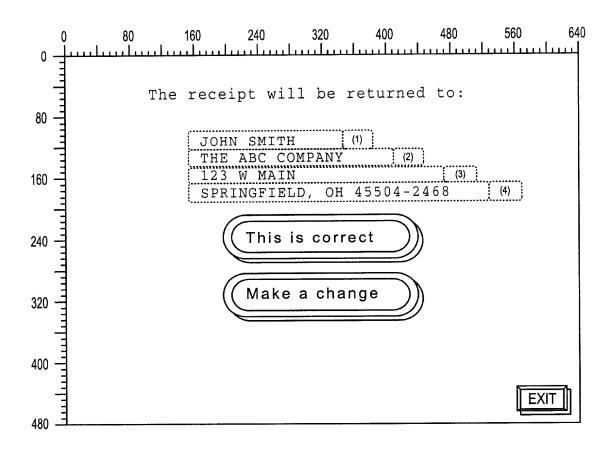


FIG. 188

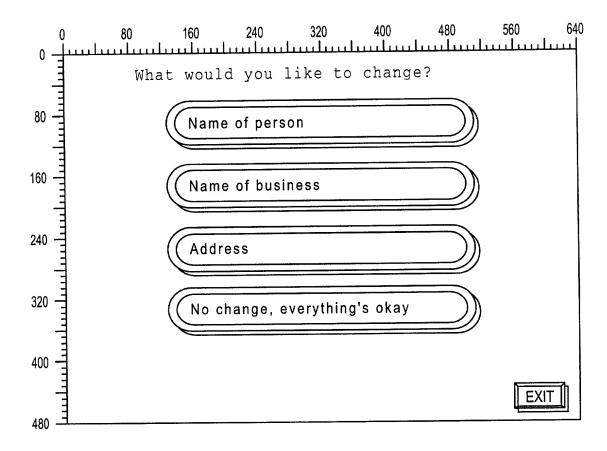


FIG. 189

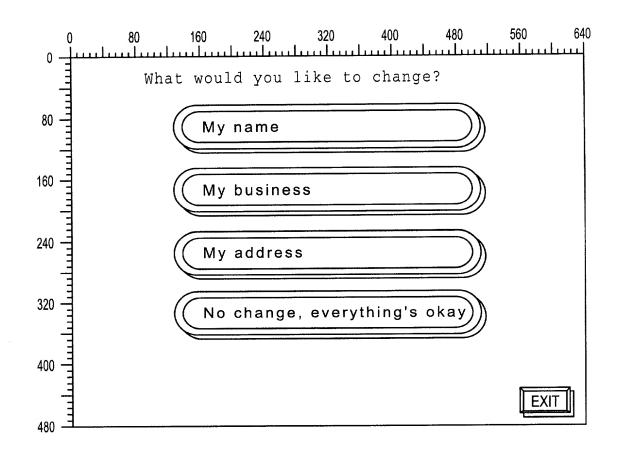


FIG. 190

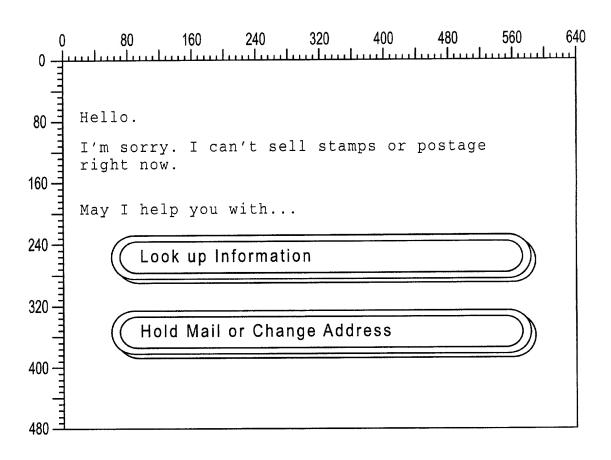


FIG. 191

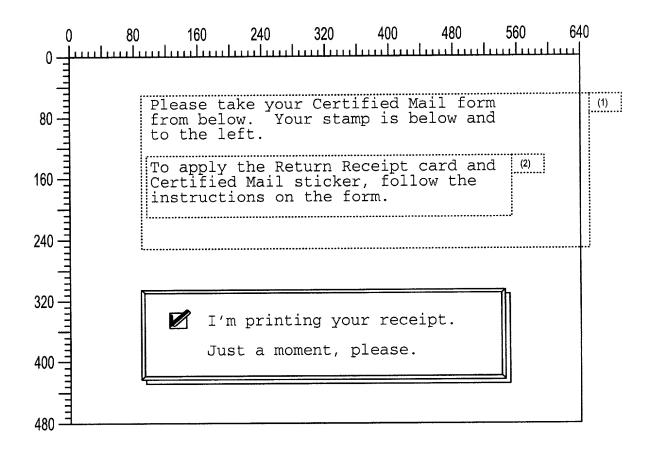


FIG. 192

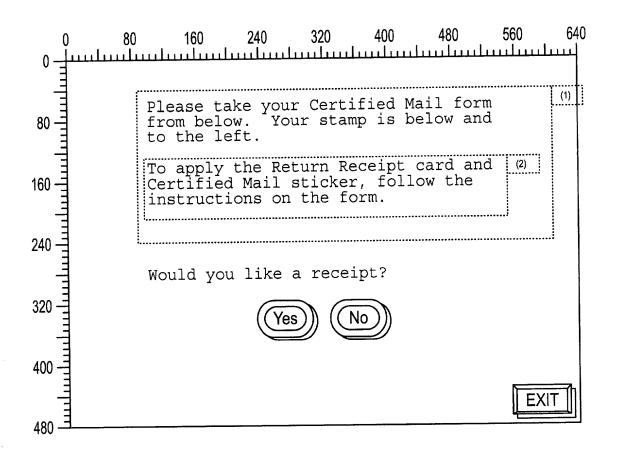


FIG. 193

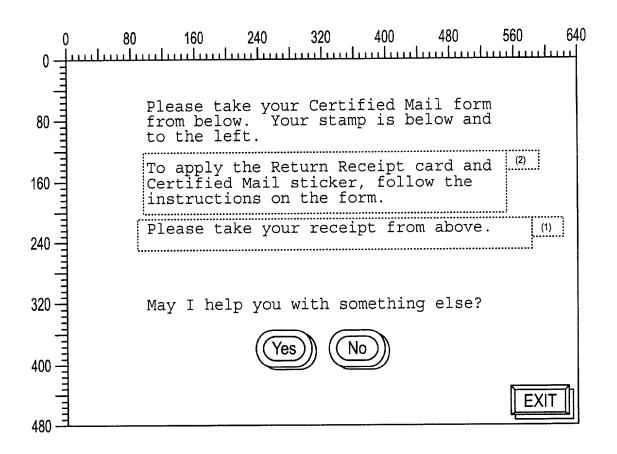


FIG. 194

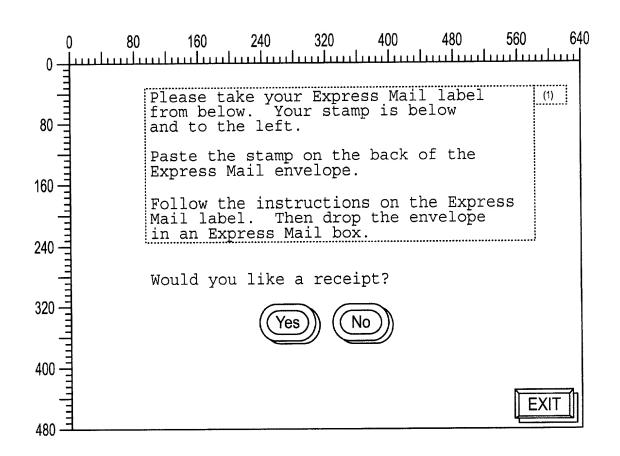


FIG. 195

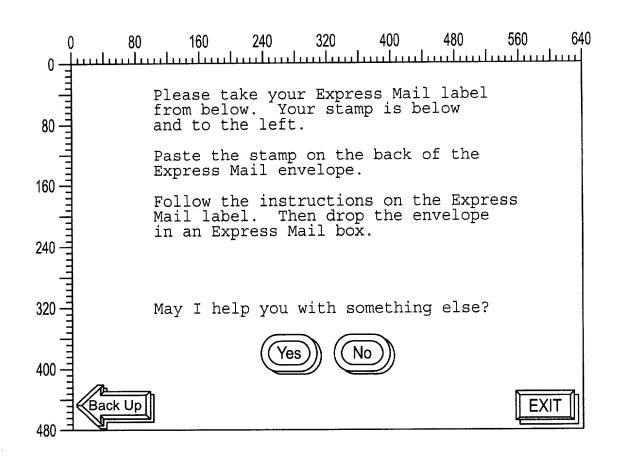


FIG. 196

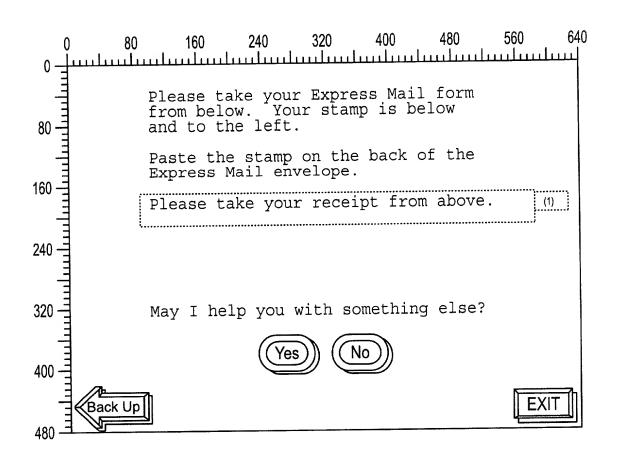


FIG. 197

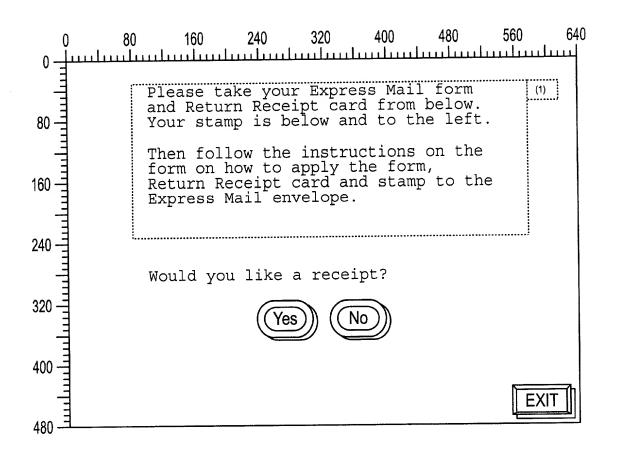


FIG. 198

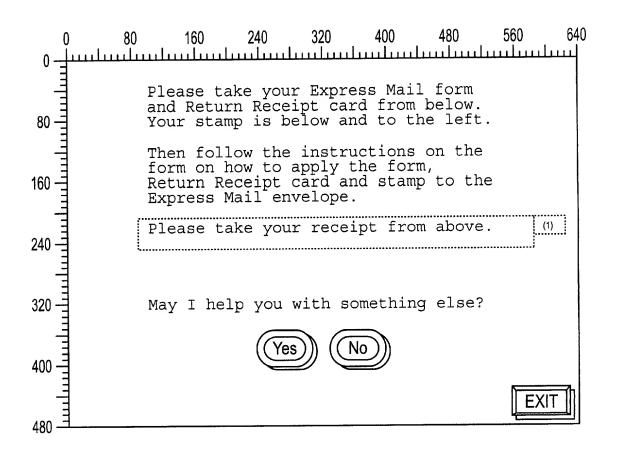


FIG. 199

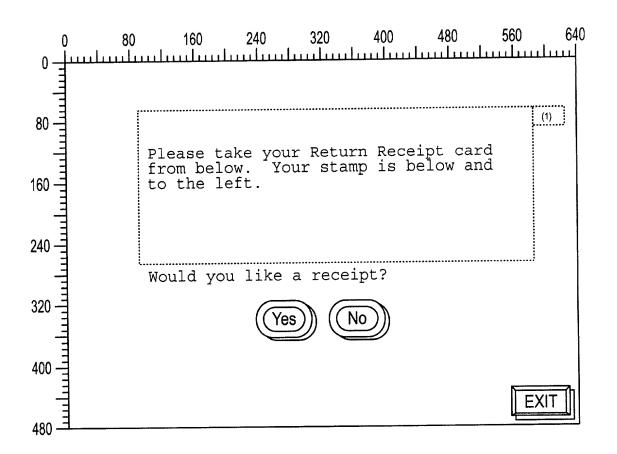


FIG. 200

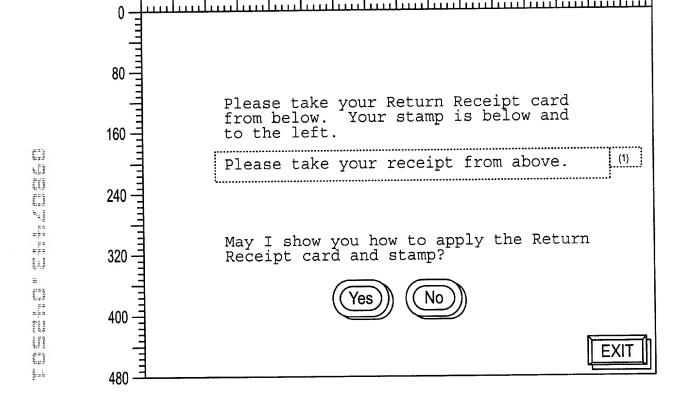


FIG. 201

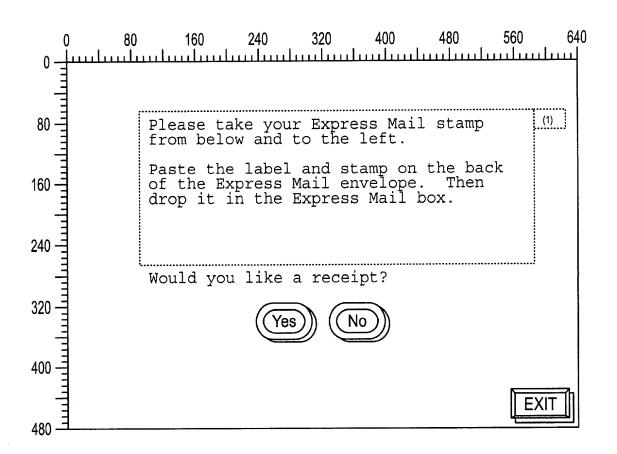


FIG. 202

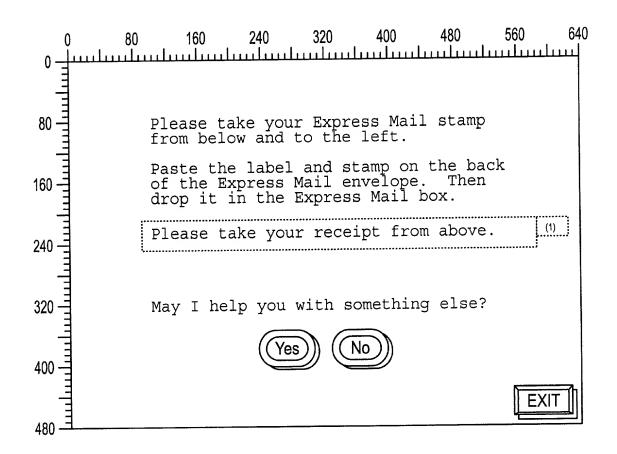


FIG. 203

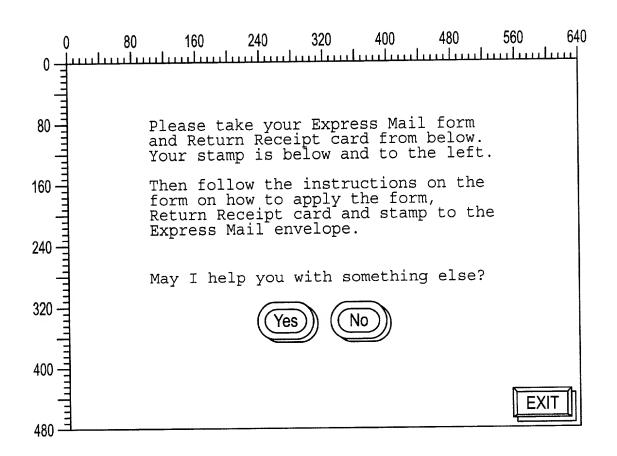


FIG. 204

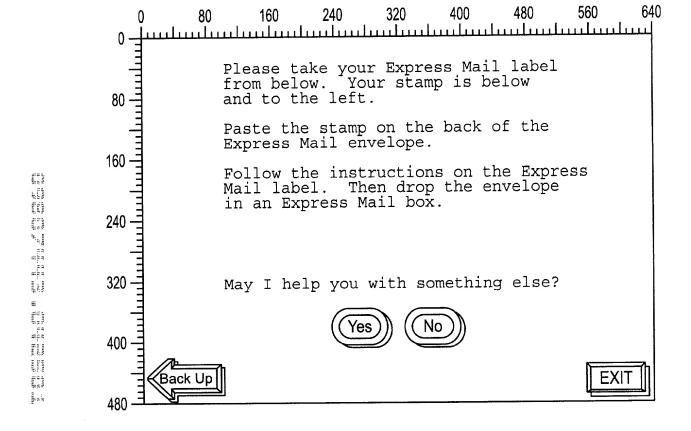


FIG. 205

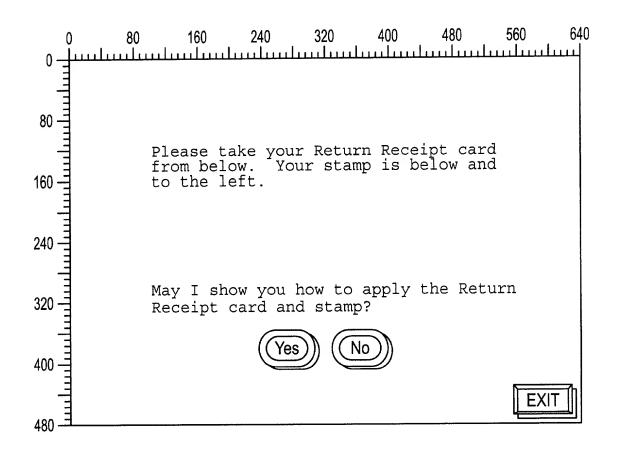


FIG. 206

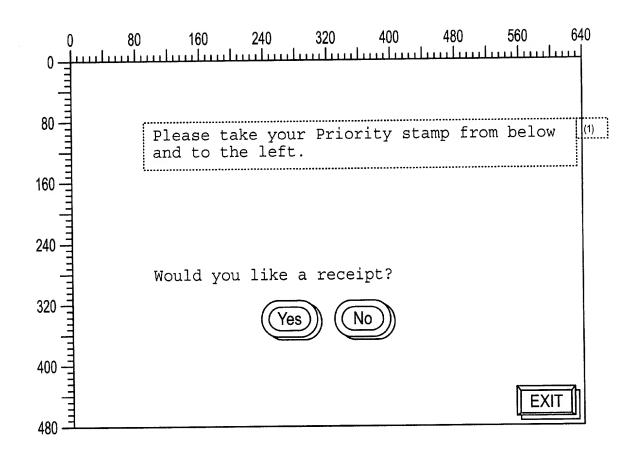


FIG. 207

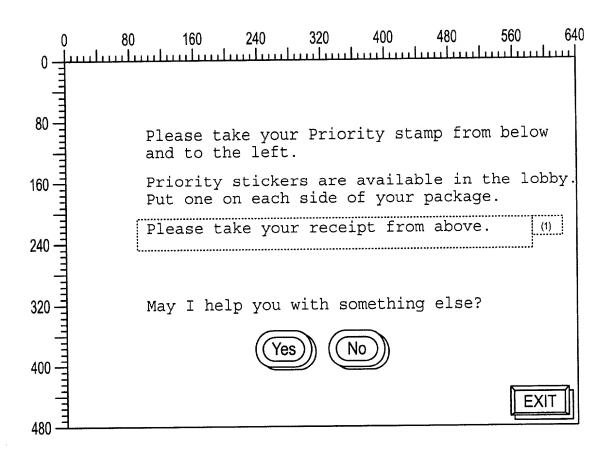


FIG. 208

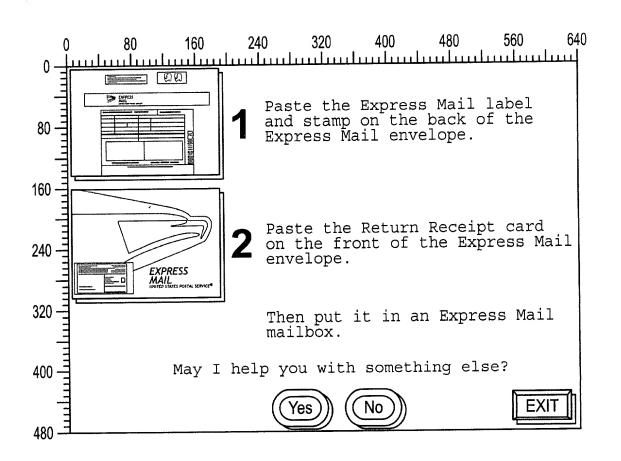


FIG. 209

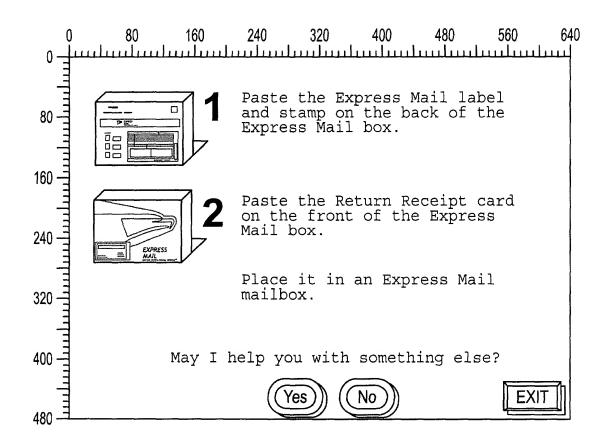


FIG. 210

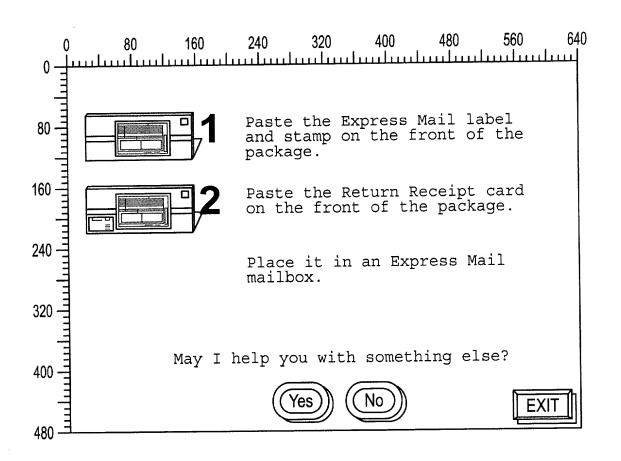


FIG. 211

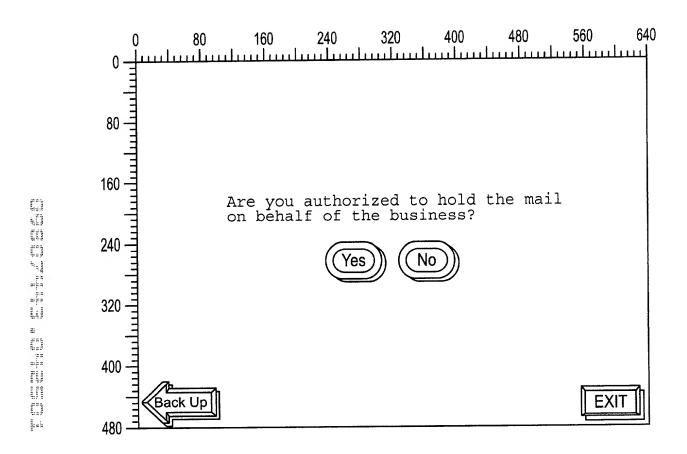


FIG. 212

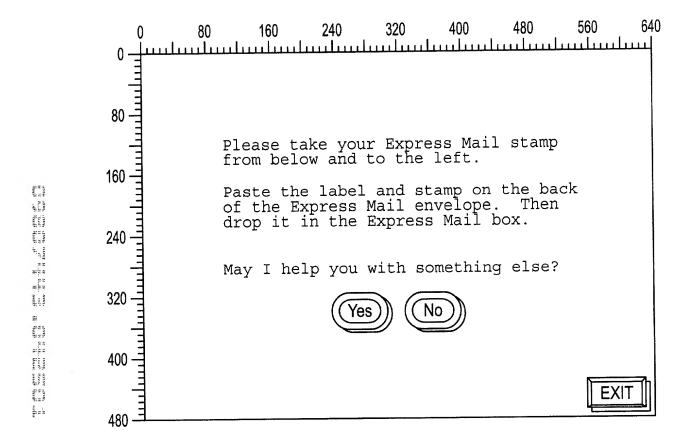


FIG. 213

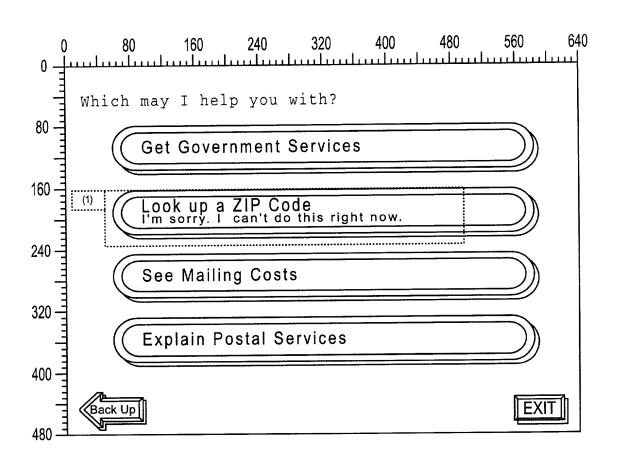


FIG. 214

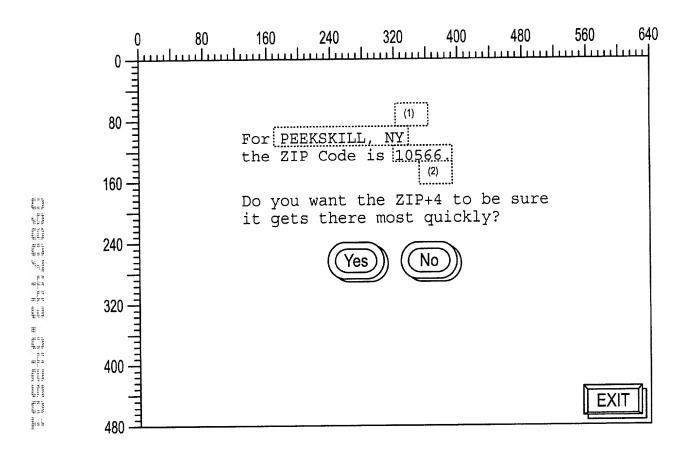


FIG. 215

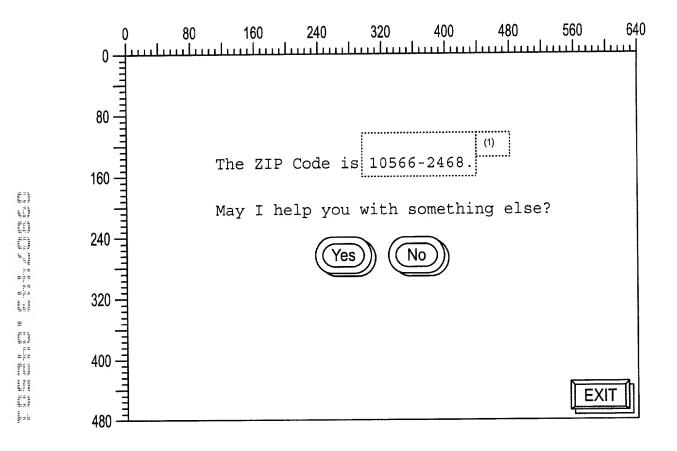


FIG. 216

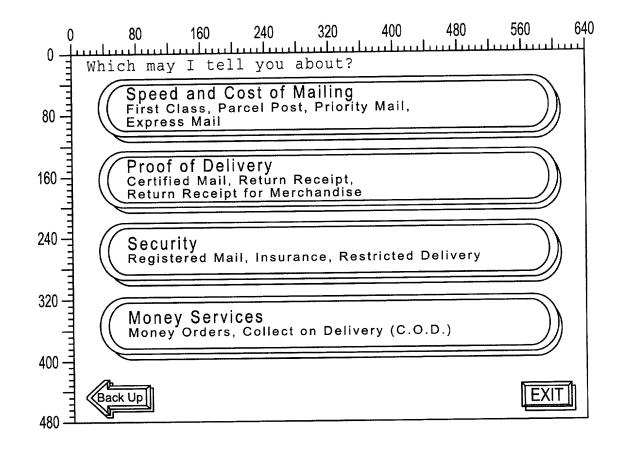


FIG. 217

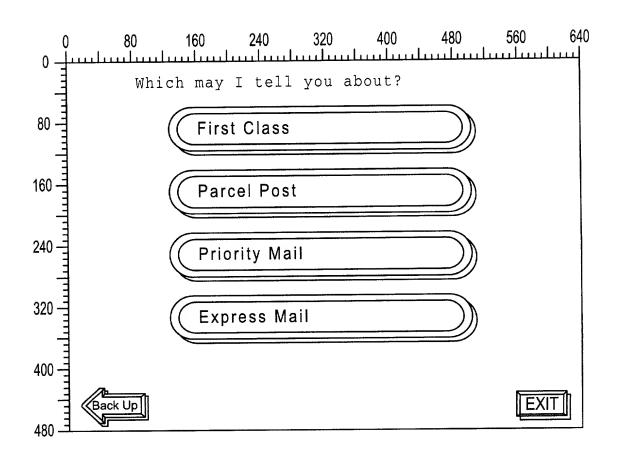


FIG. 218

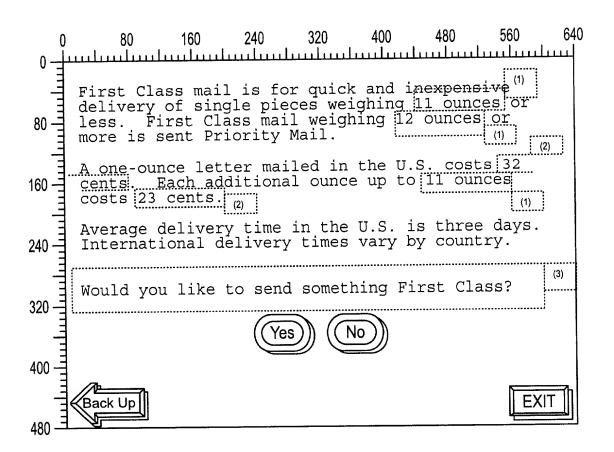


FIG. 219

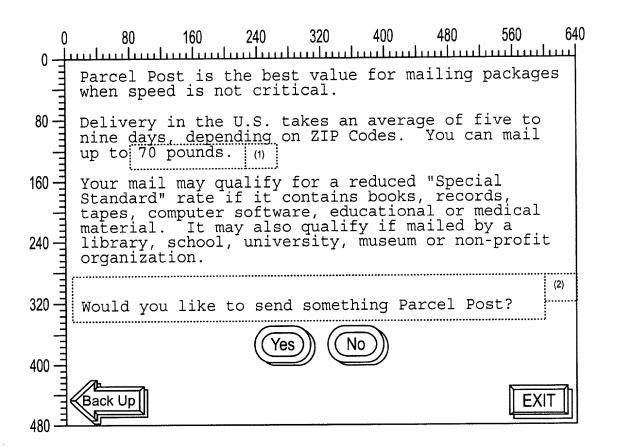


FIG. 220

1.44

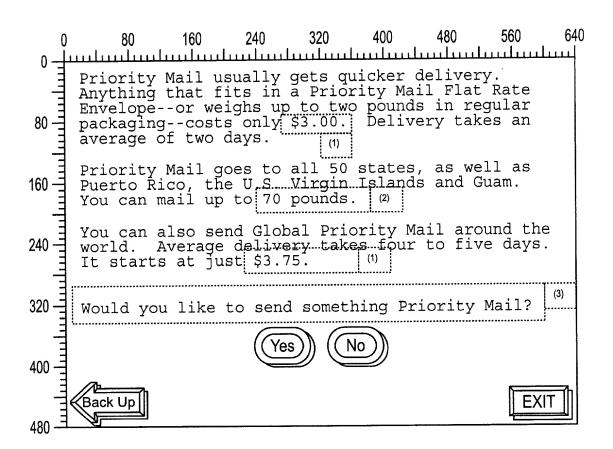


FIG. 221

i sk

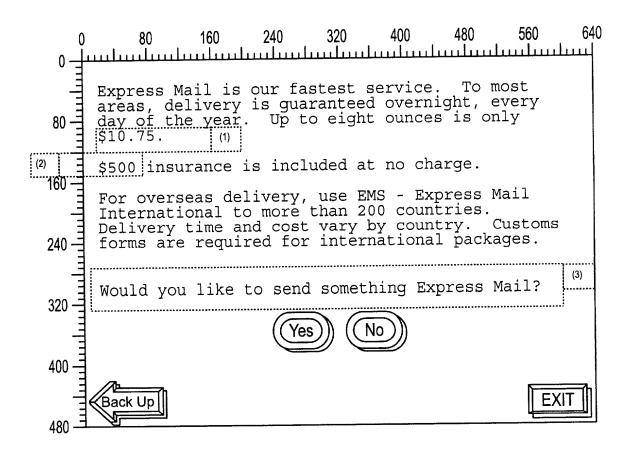


FIG. 222

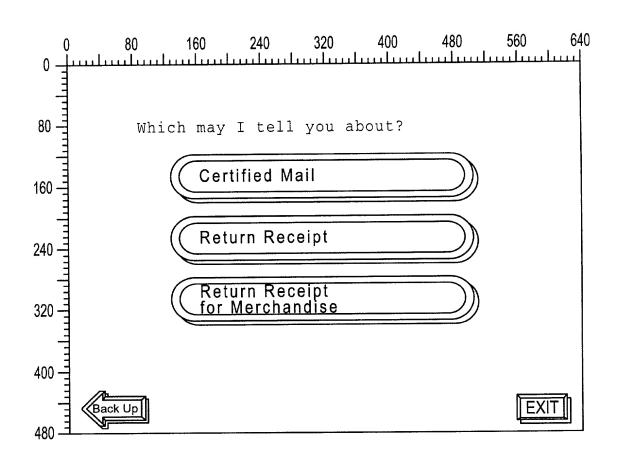


FIG. 223

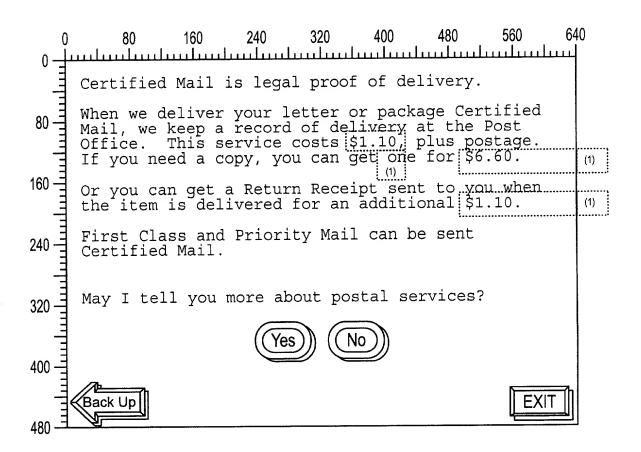


FIG. 224

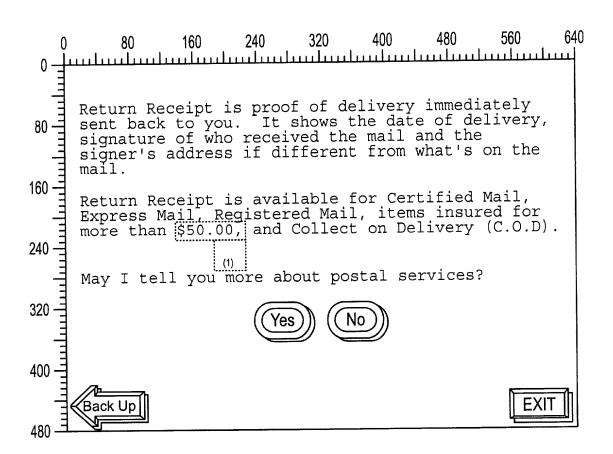


FIG. 225

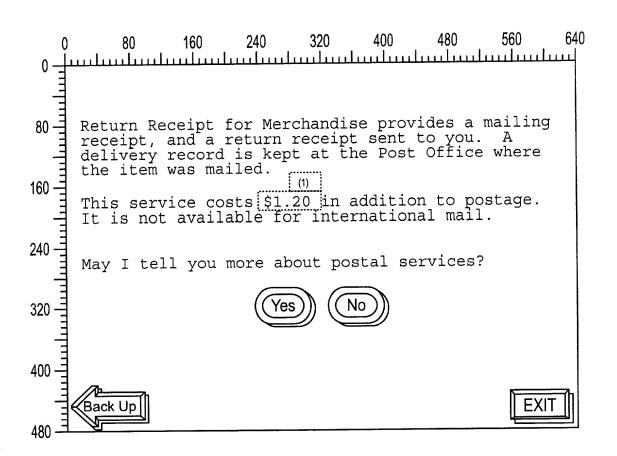


FIG. 226

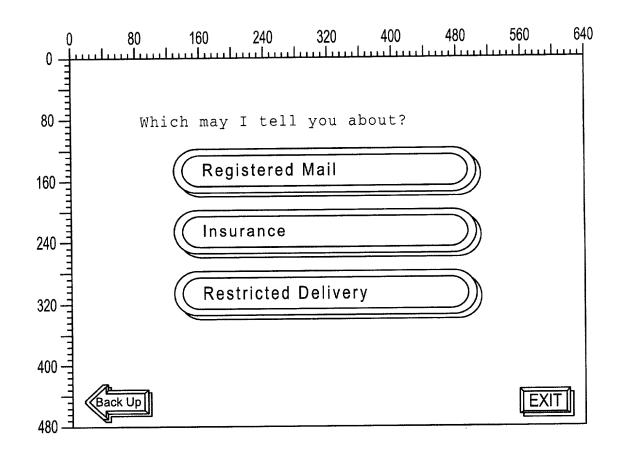


FIG. 227

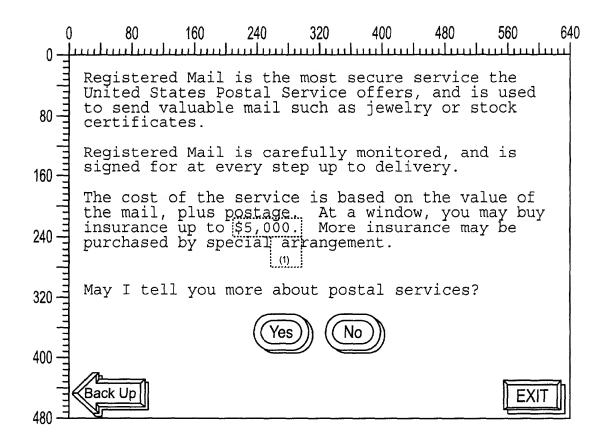


FIG. 228

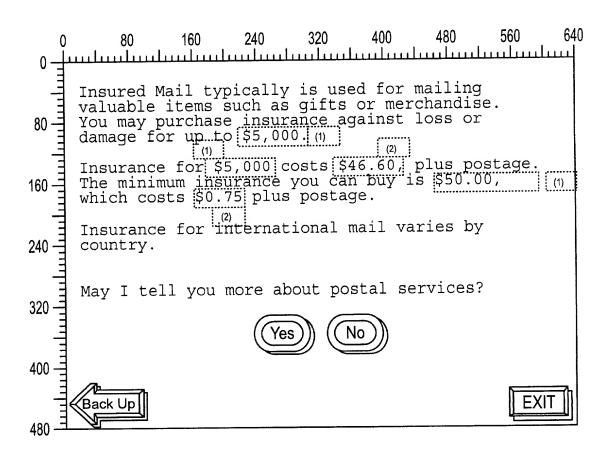


FIG. 229

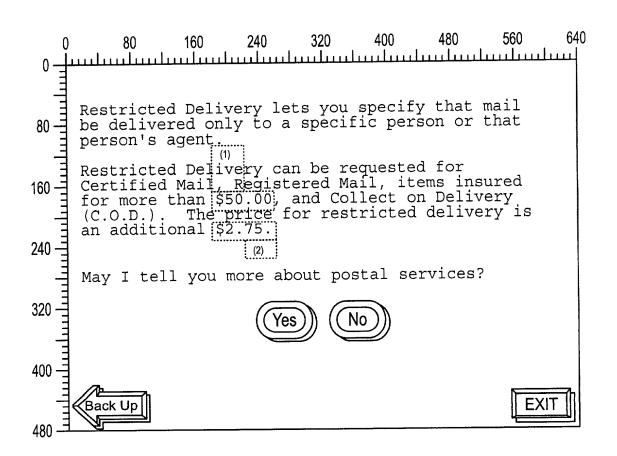


FIG. 230

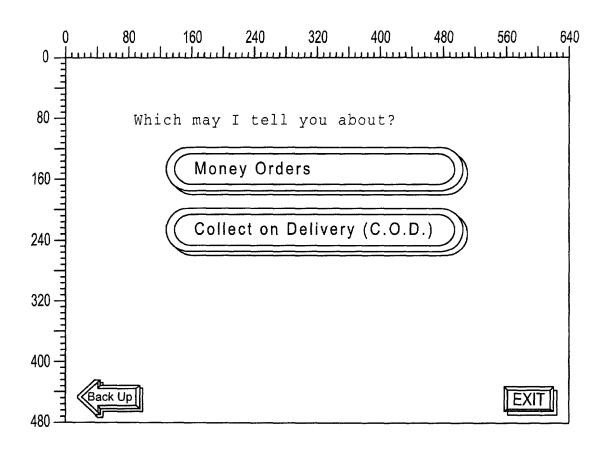


FIG. 231

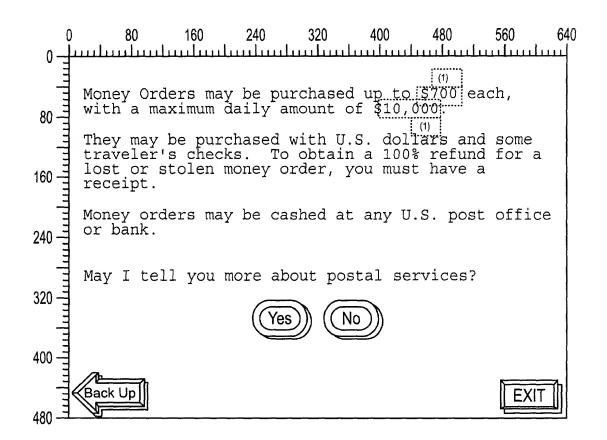


FIG. 232

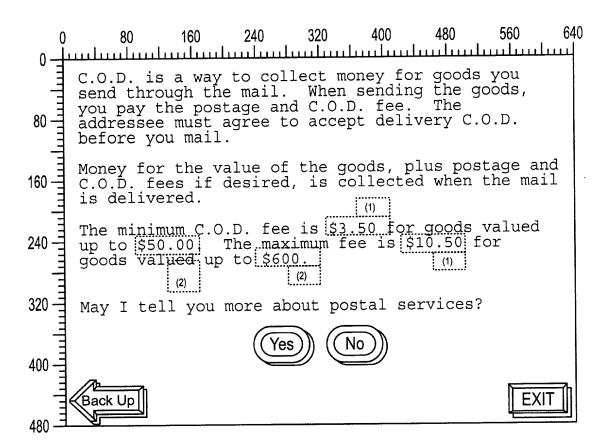


FIG. 233

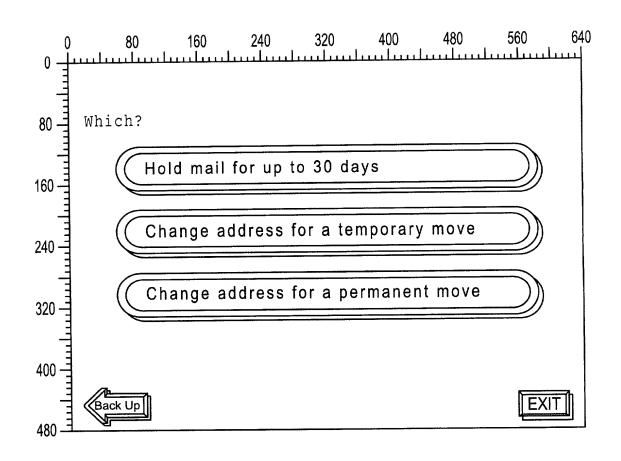


FIG. 234

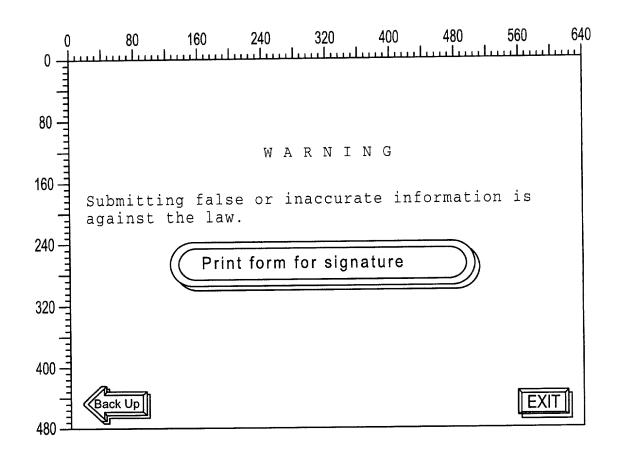


FIG. 235

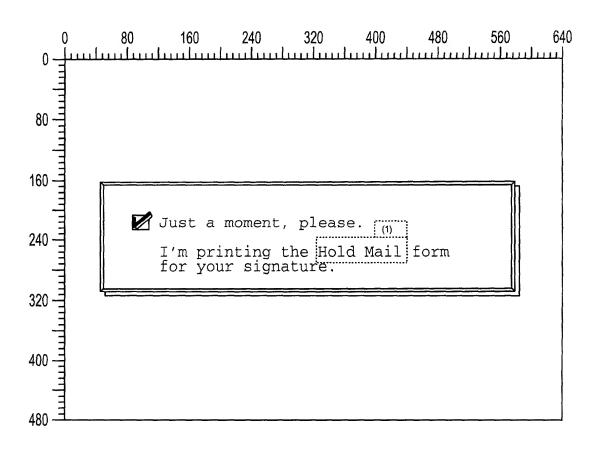


FIG. 236

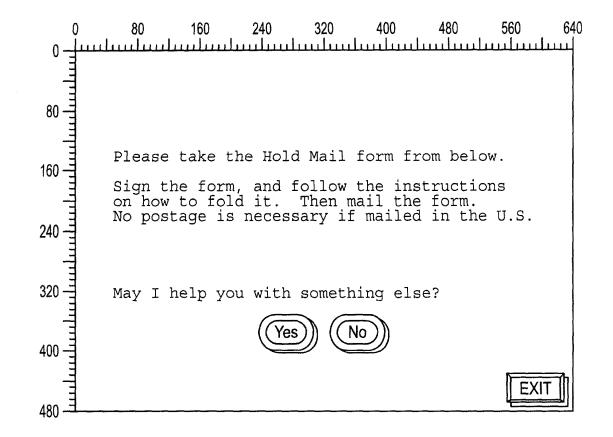


FIG. 237

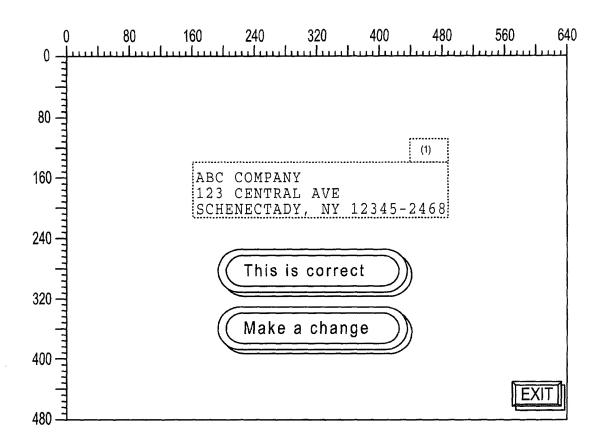


FIG. 238

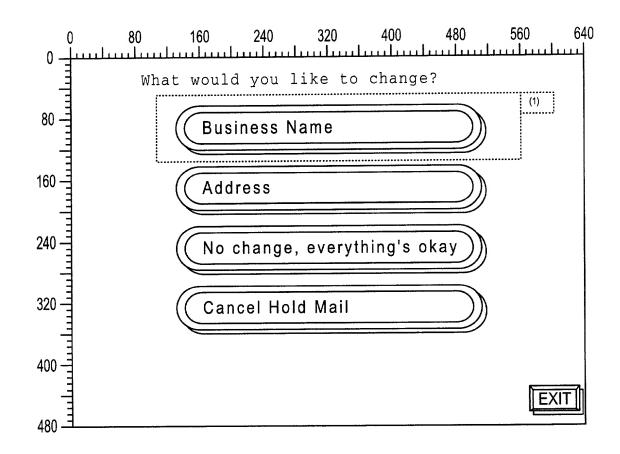


FIG. 239

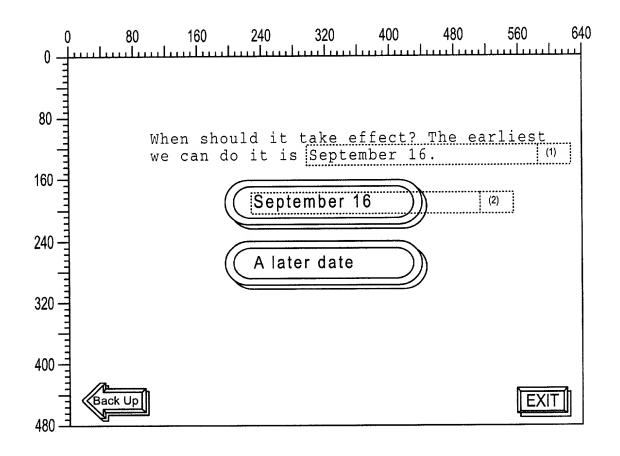


FIG. 240

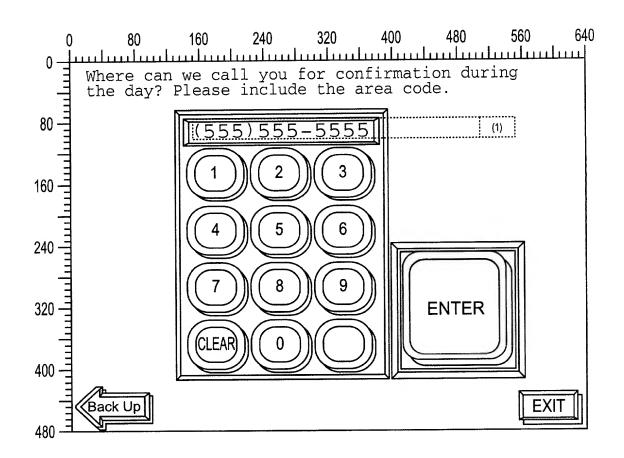


FIG. 241

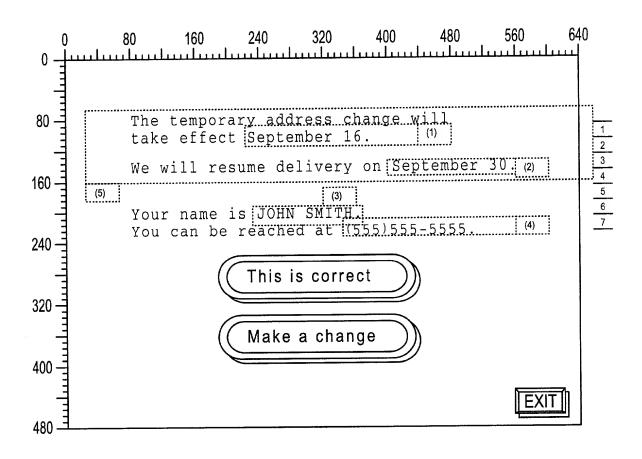


FIG. 242

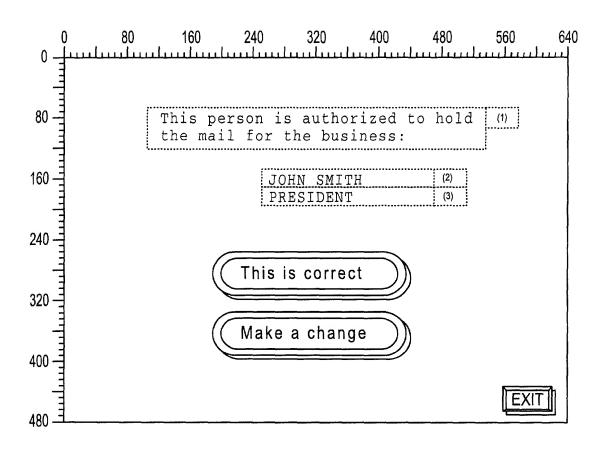


FIG. 243

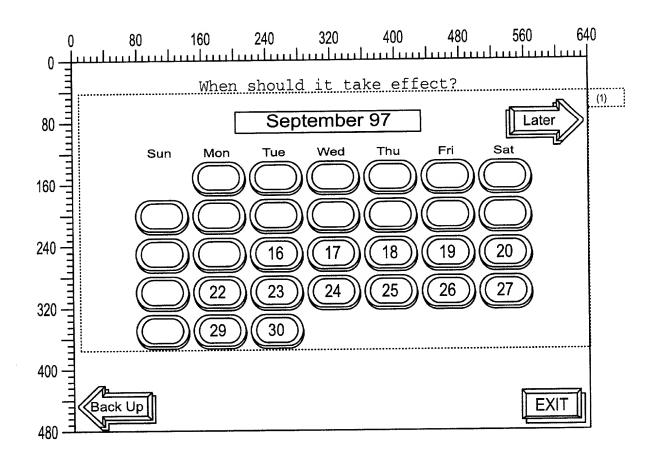


FIG. 244

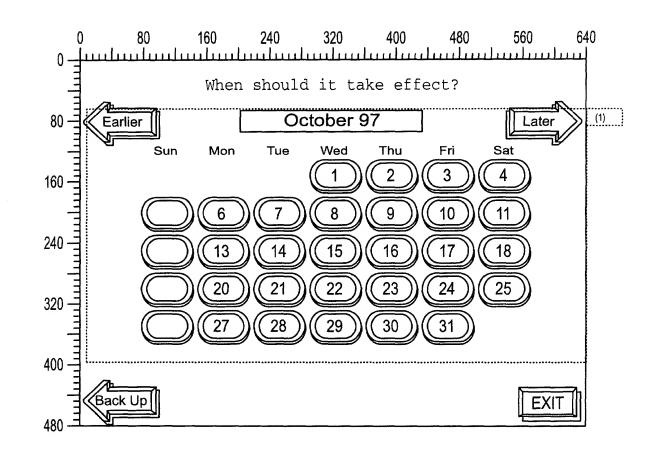


FIG. 245

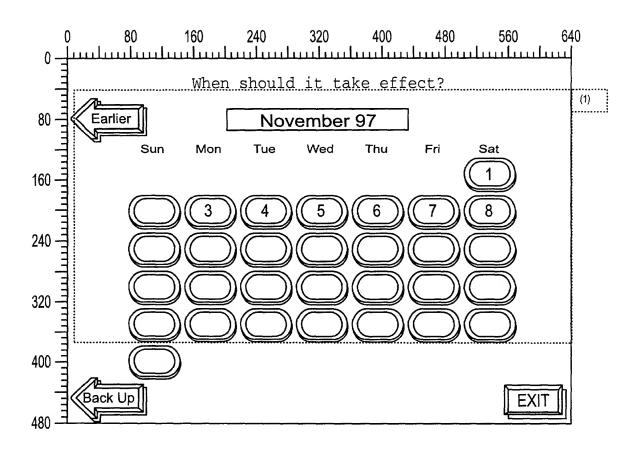


FIG. 246

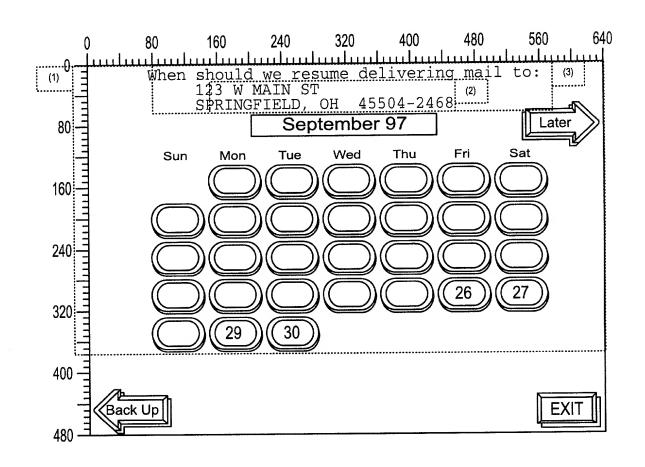


FIG. 247

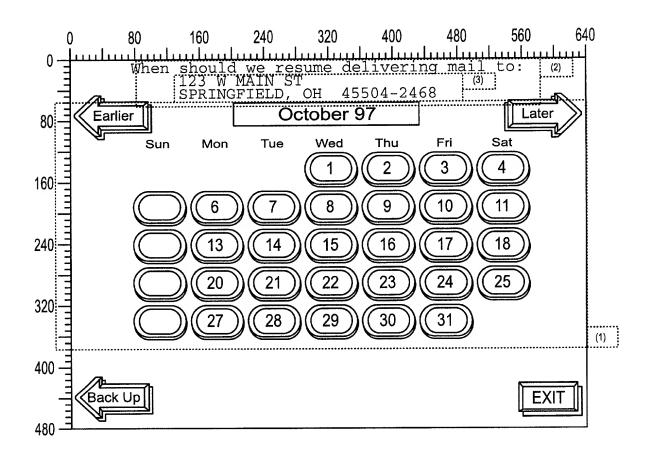


FIG. 248

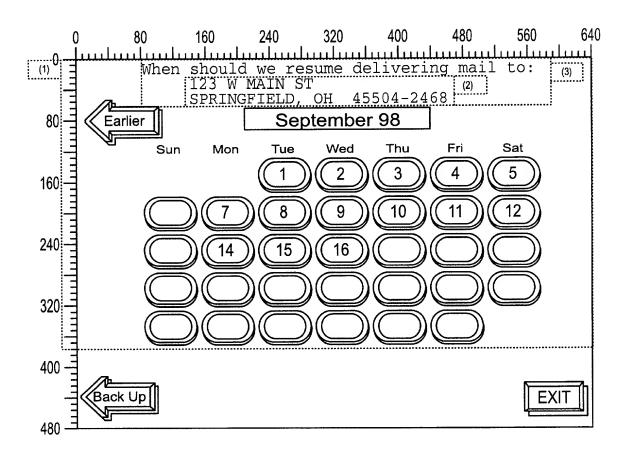


FIG. 249

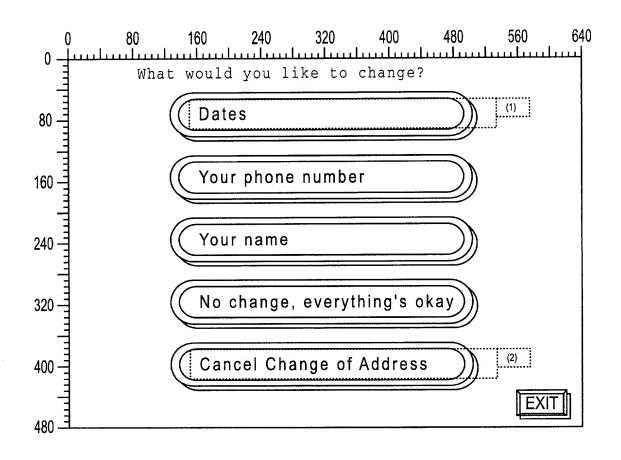


FIG. 250

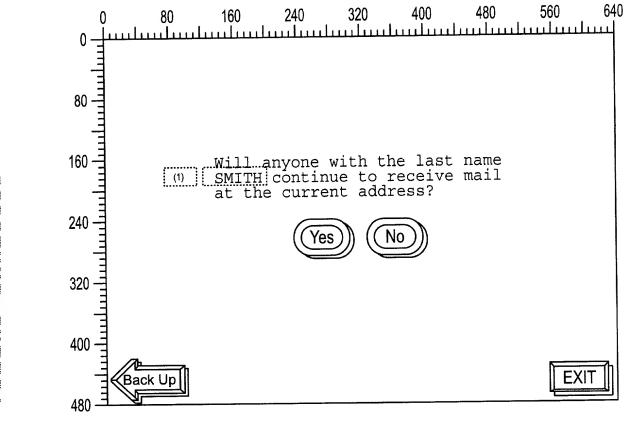


FIG. 251

The state of the control is at the state of the control is at the

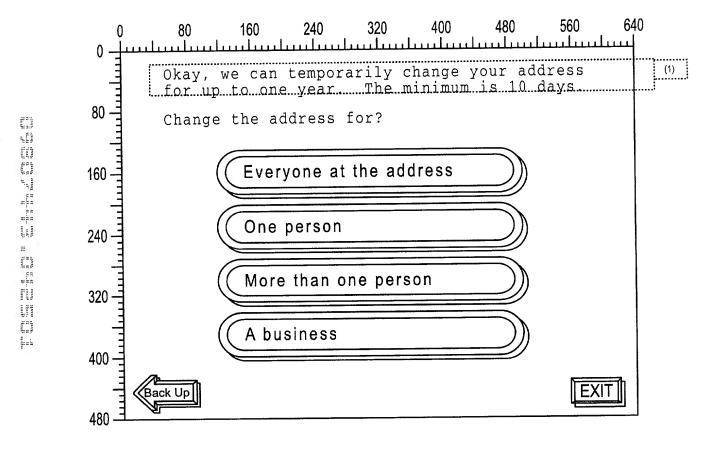


FIG. 252

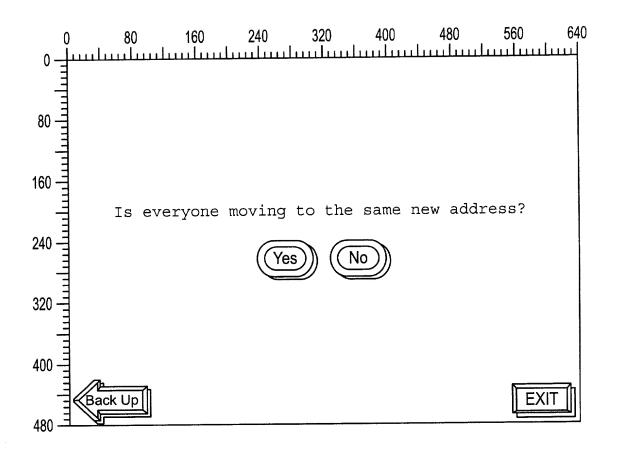


FIG. 253

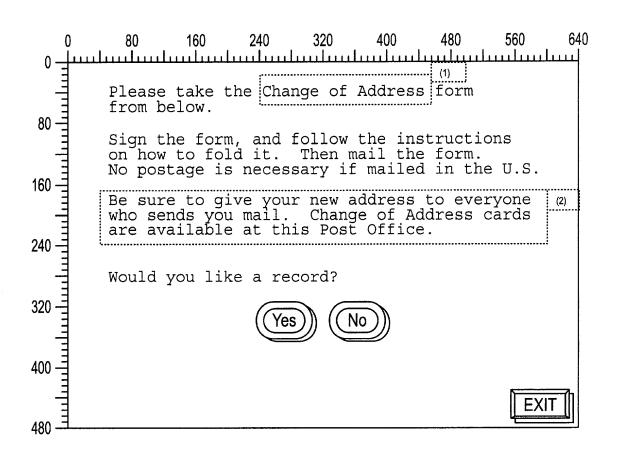


FIG. 254

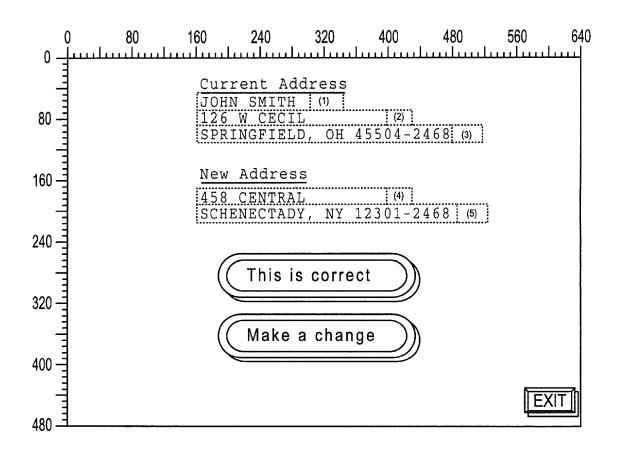


FIG. 255

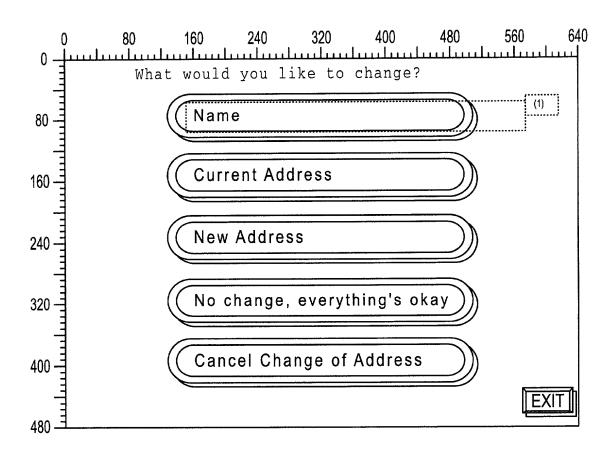


FIG. 256

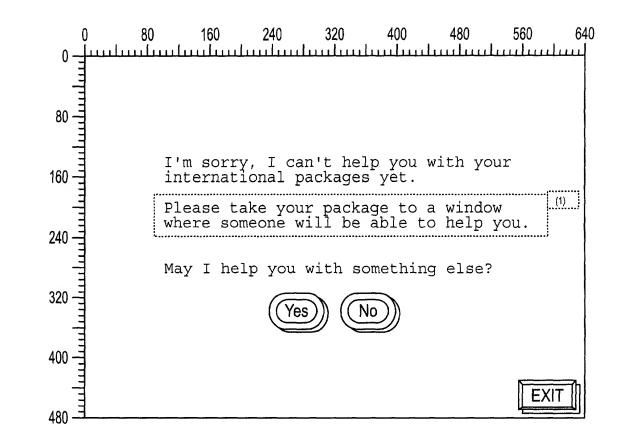


FIG. 257

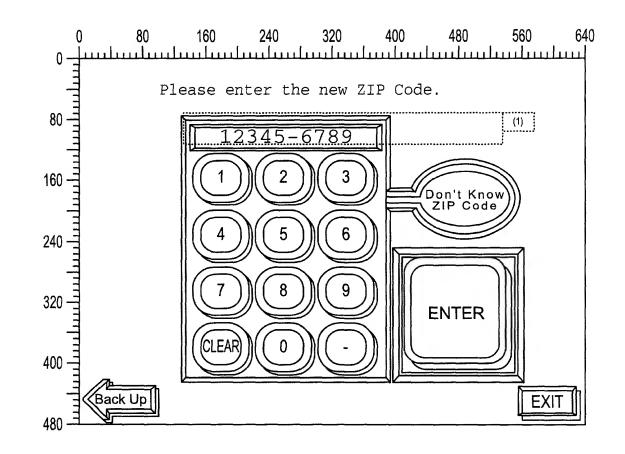


FIG. 258

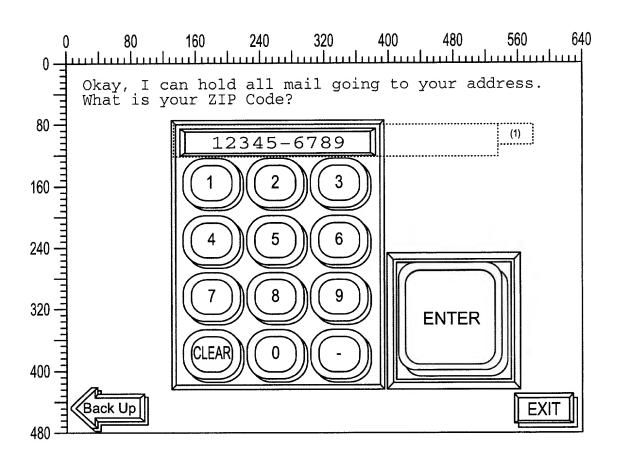


FIG. 259

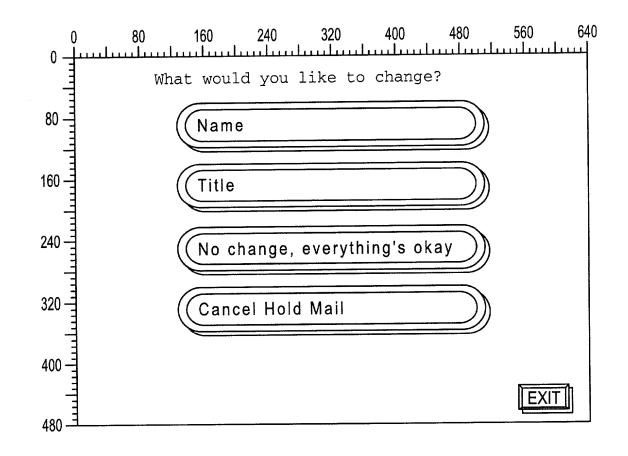


FIG. 260

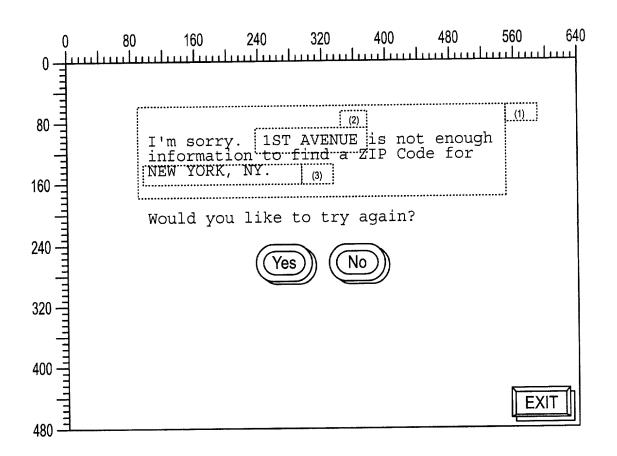


FIG. 261

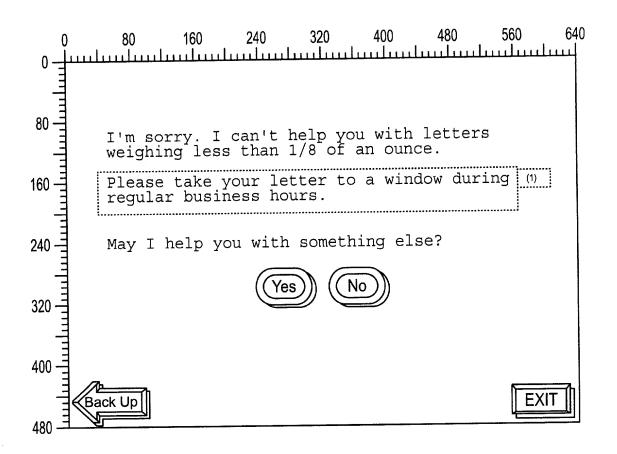


FIG. 262

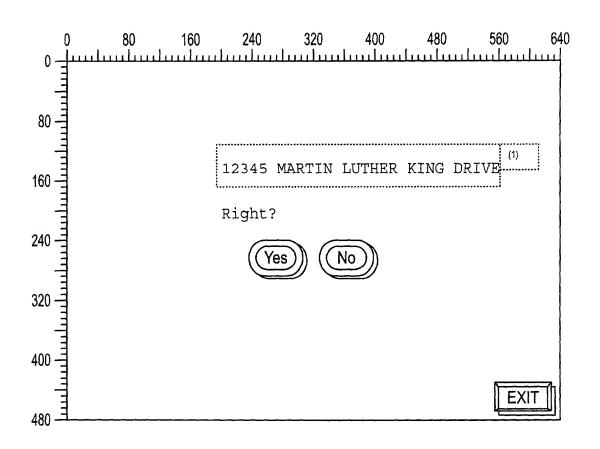


FIG. 263

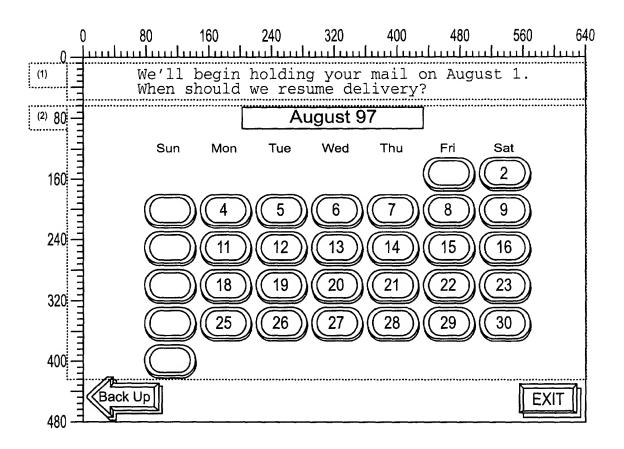


FIG. 264

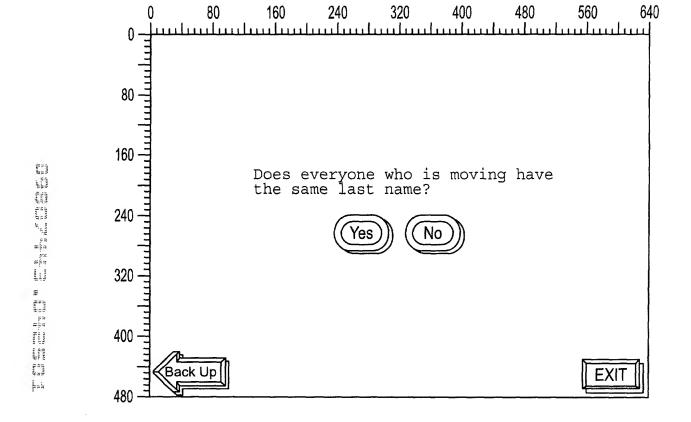


FIG. 265

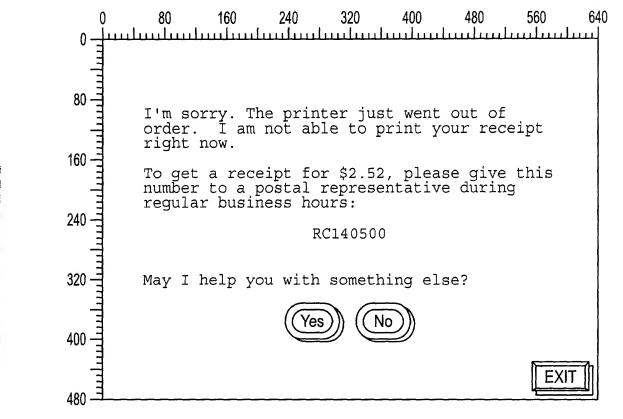


FIG. 266

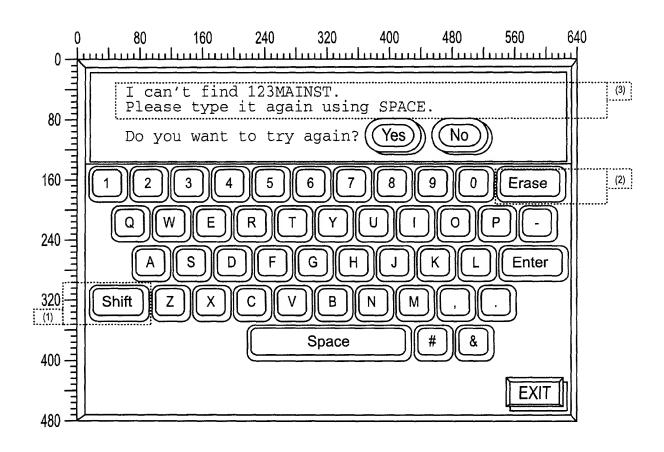


FIG. 267

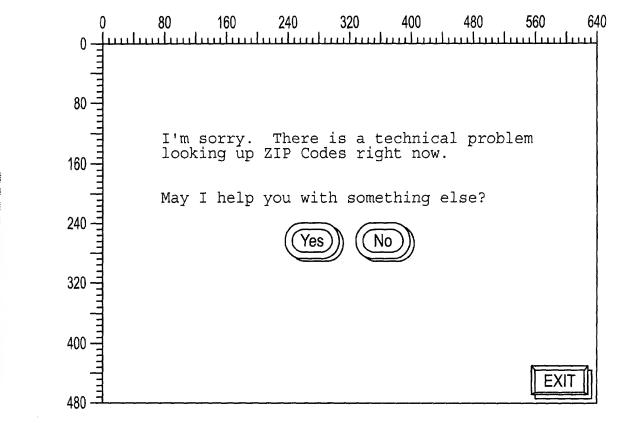


FIG. 268

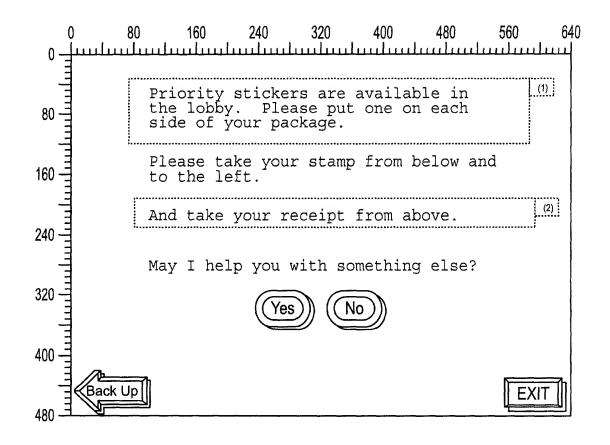


FIG. 269

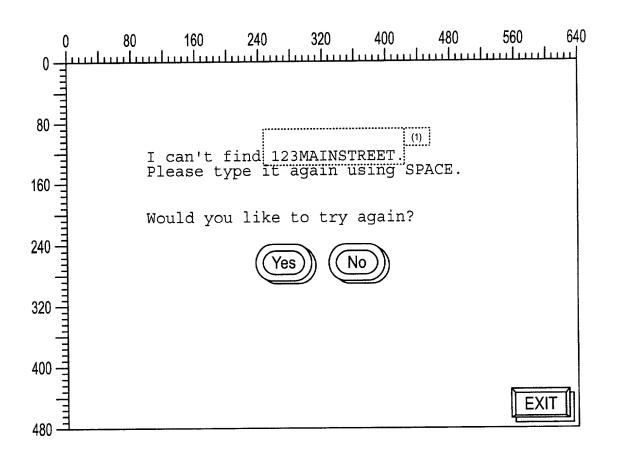


FIG. 270

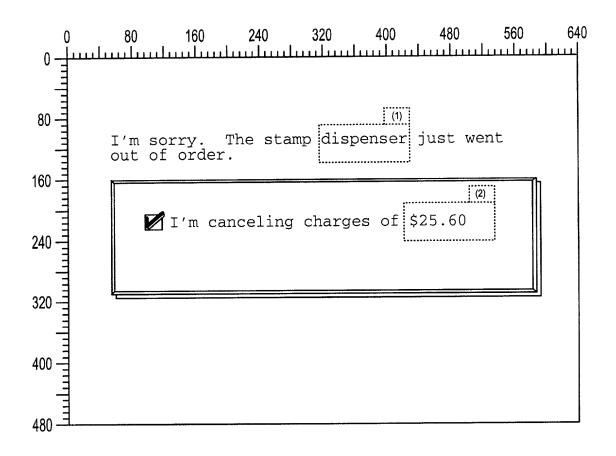


FIG. 271

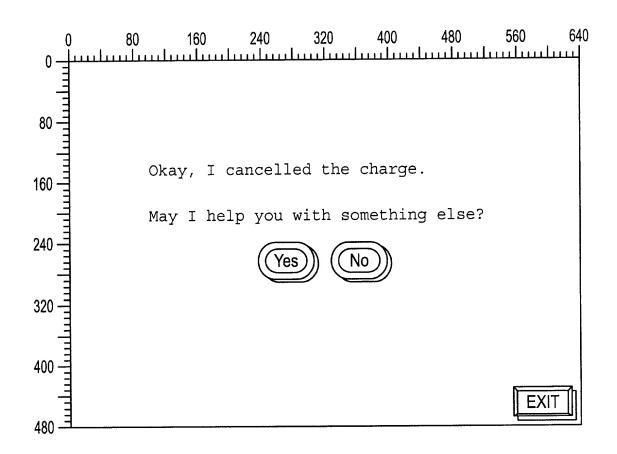


FIG. 272

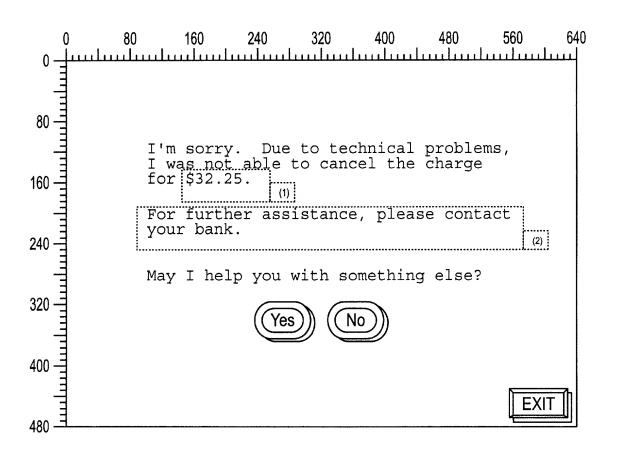


FIG. 273

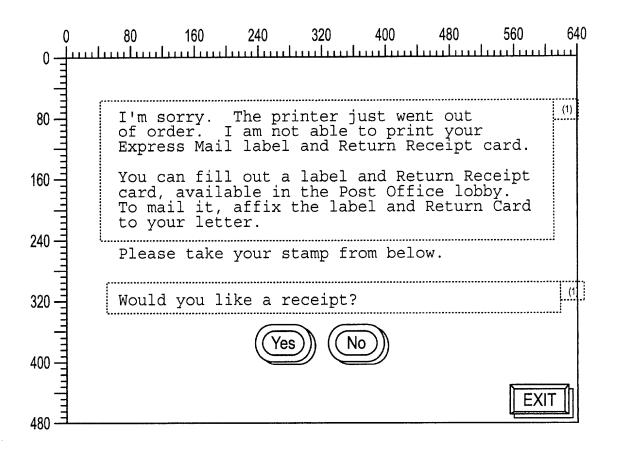


FIG. 274

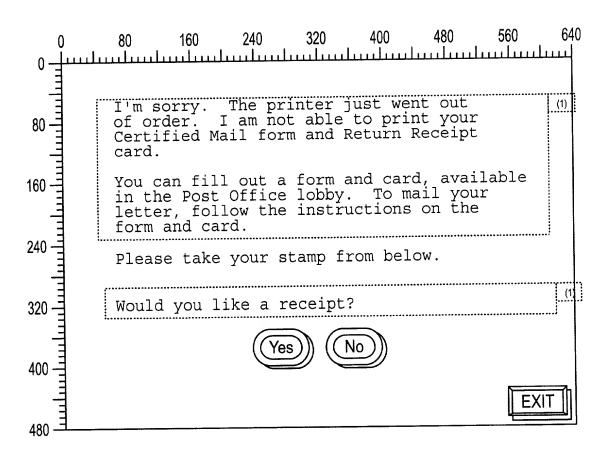


FIG. 275

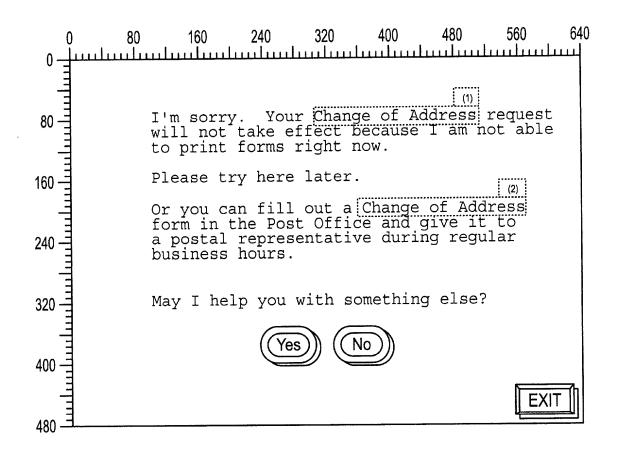


FIG. 276

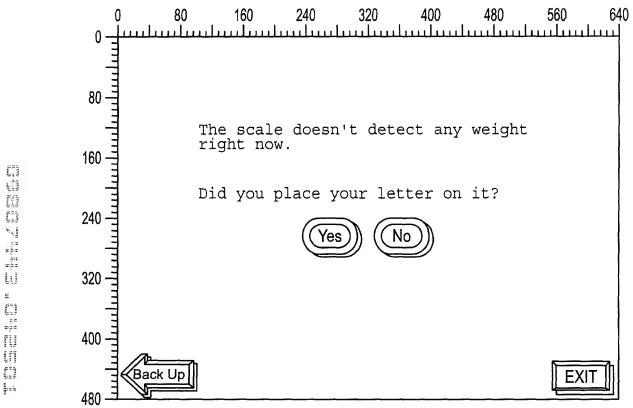


FIG. 277

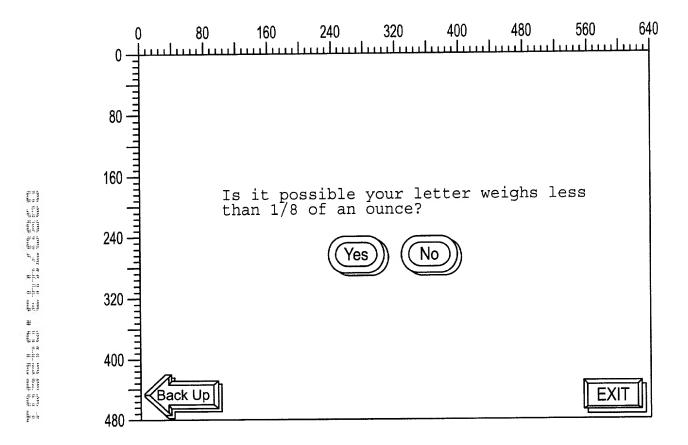


FIG. 278

l-i

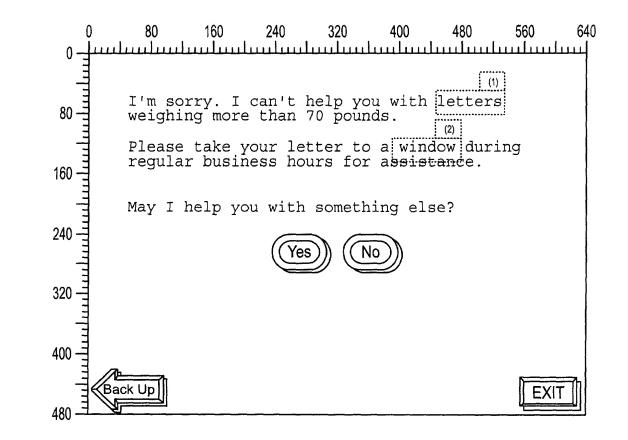


FIG. 279

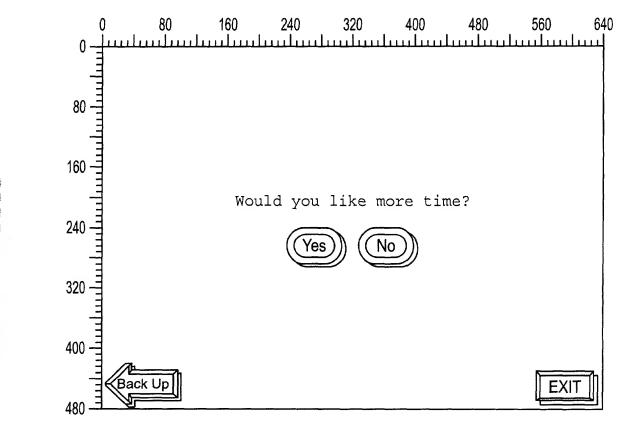


FIG. 280

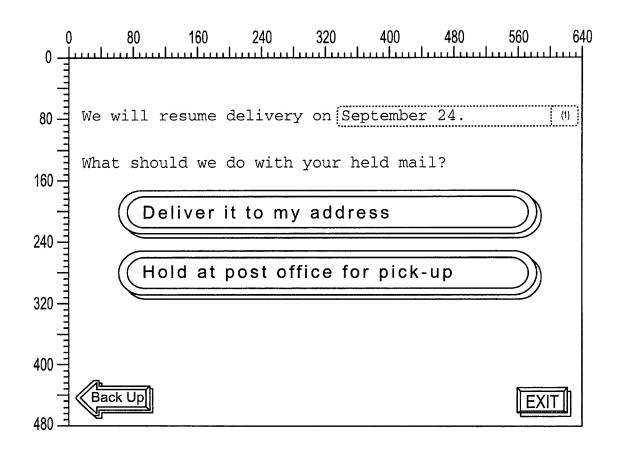


FIG. 281

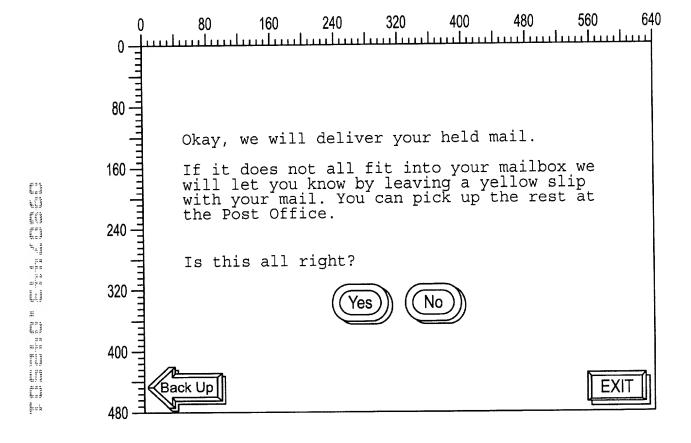


FIG. 282

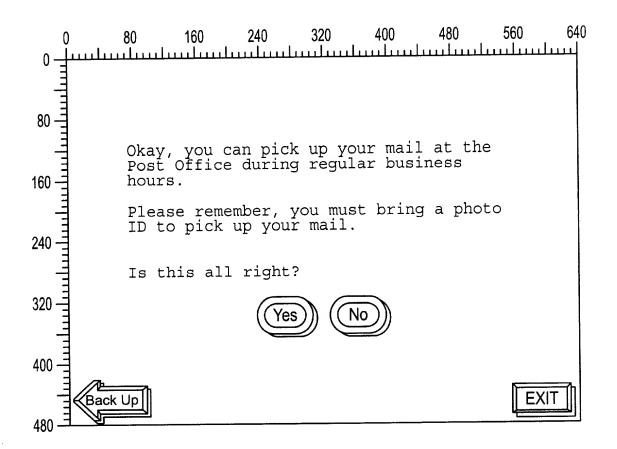


FIG. 283

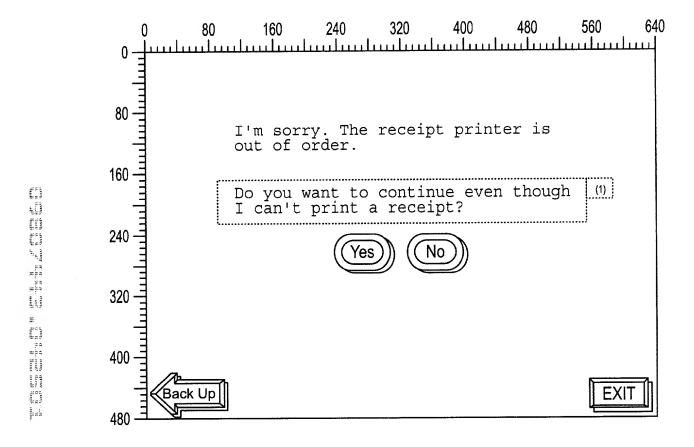


FIG. 284

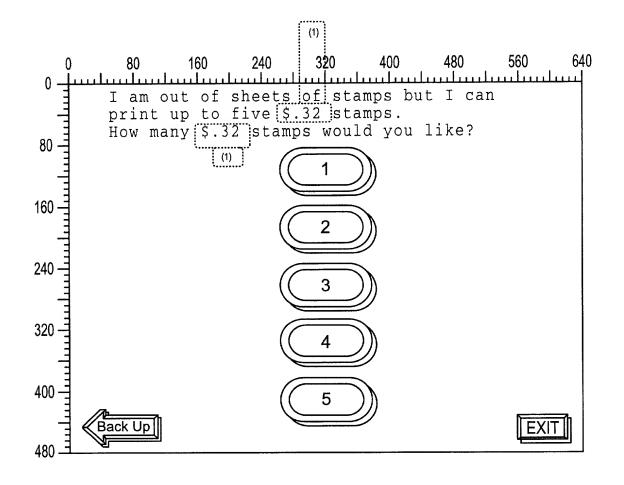


FIG. 285

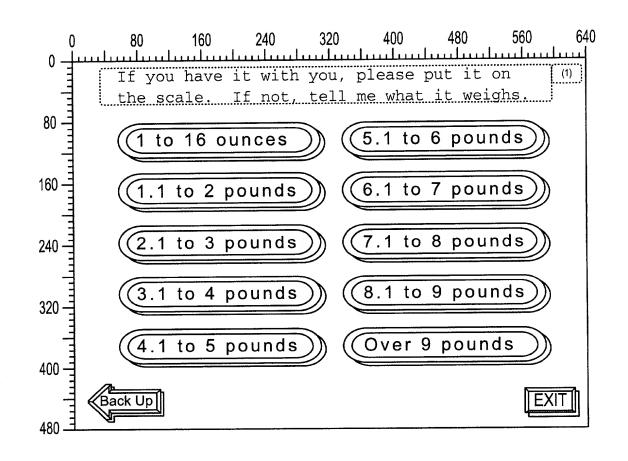


FIG. 286

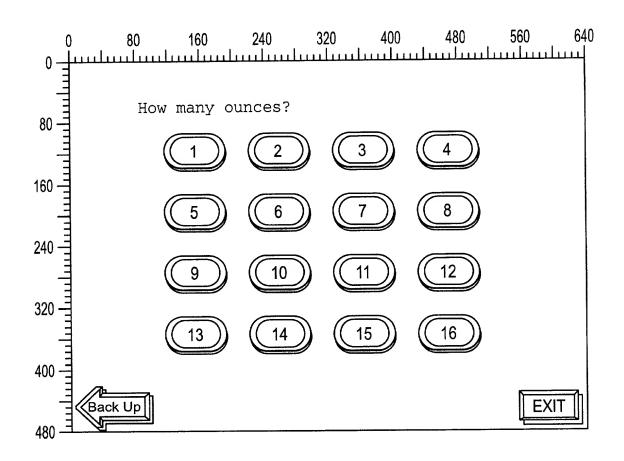


FIG. 287

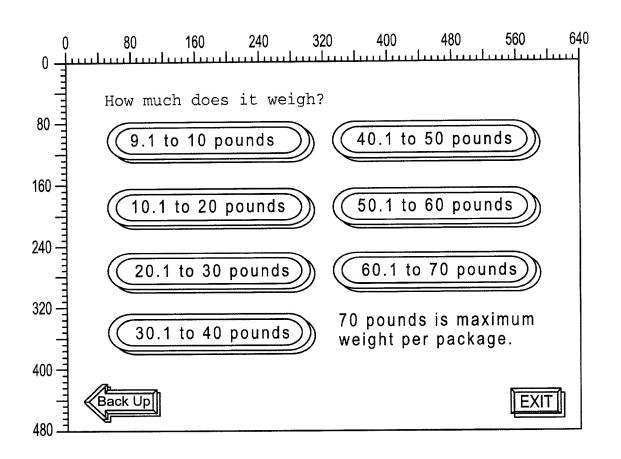


FIG. 288

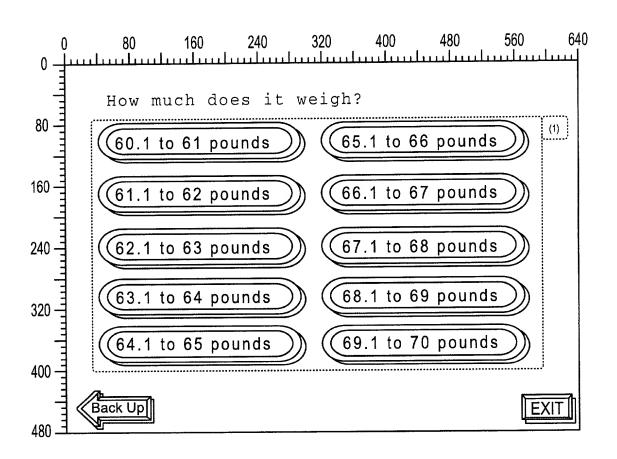


FIG. 289

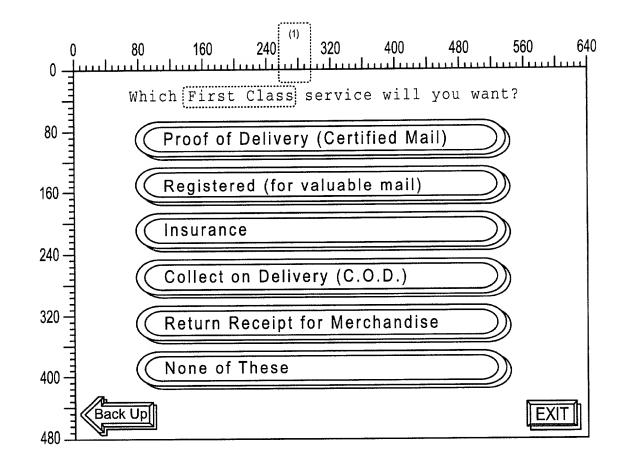


FIG. 290

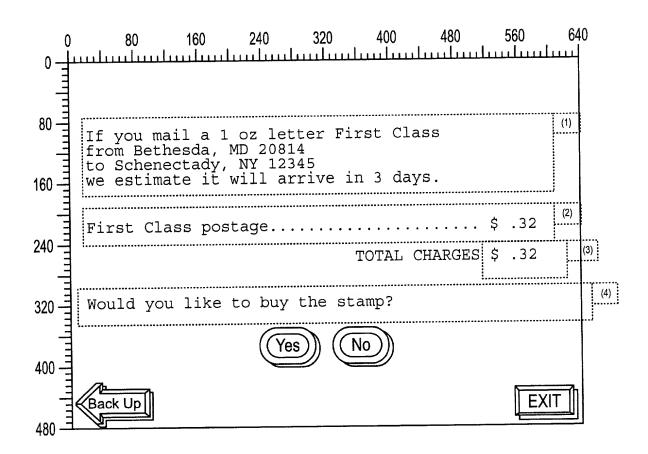


FIG. 291

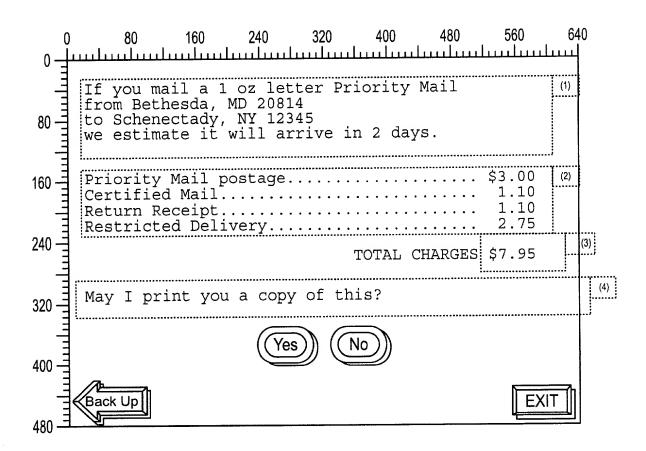


FIG. 292

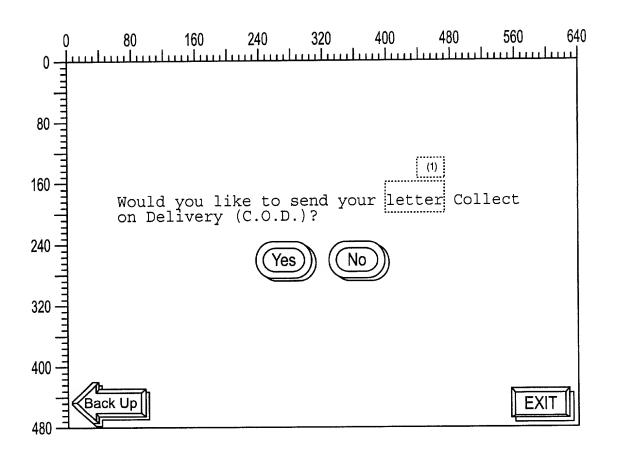


FIG. 293

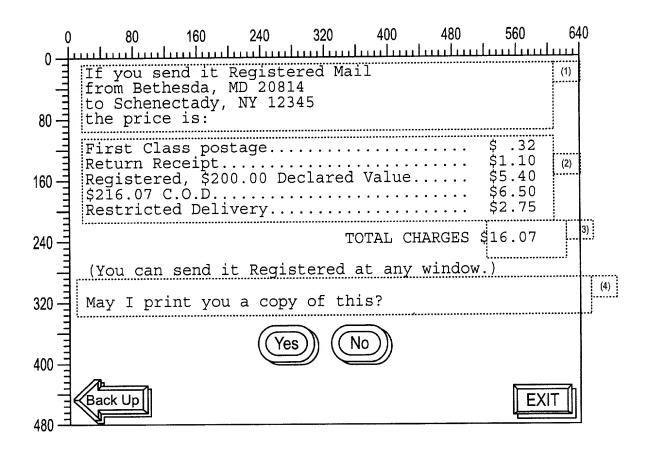


FIG. 294

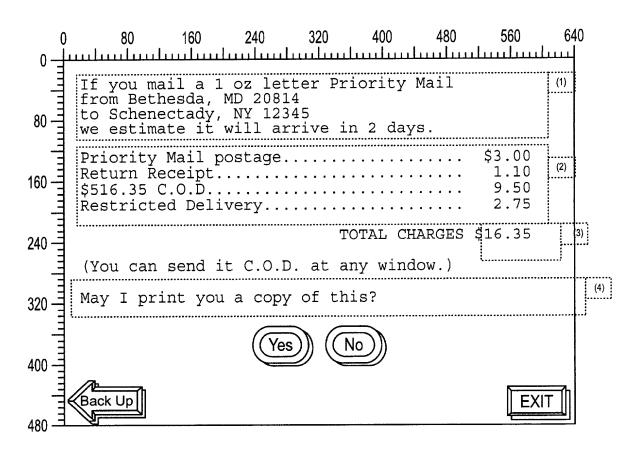


FIG. 295

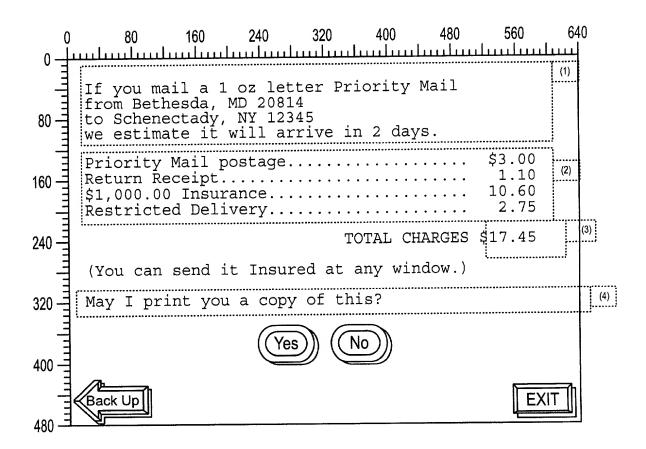


FIG. 296

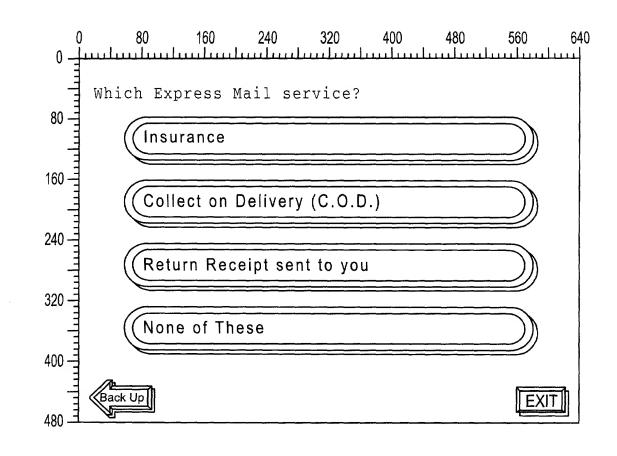


FIG. 297

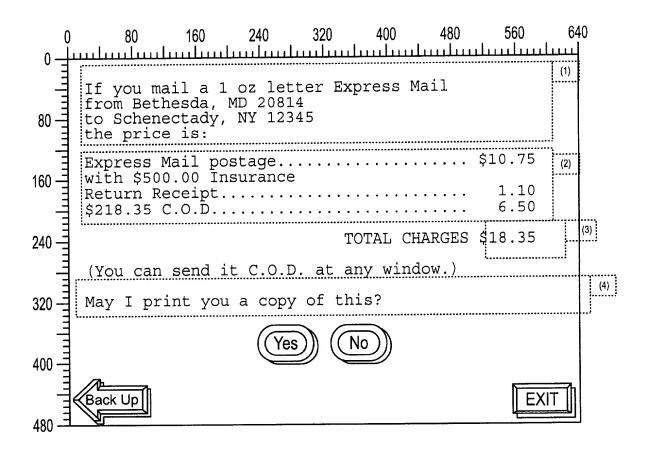


FIG. 298

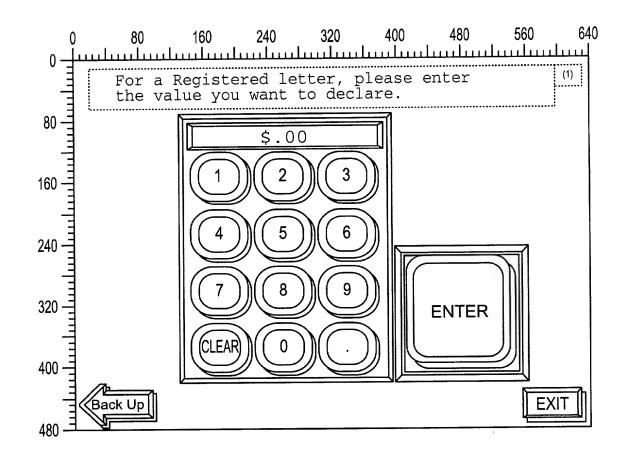


FIG. 299

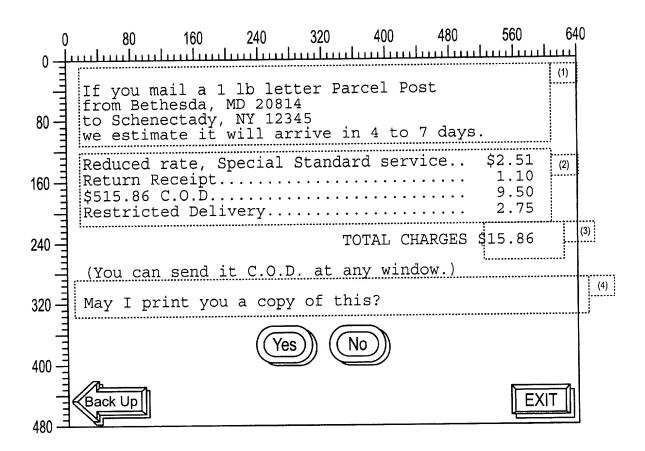


FIG. 300

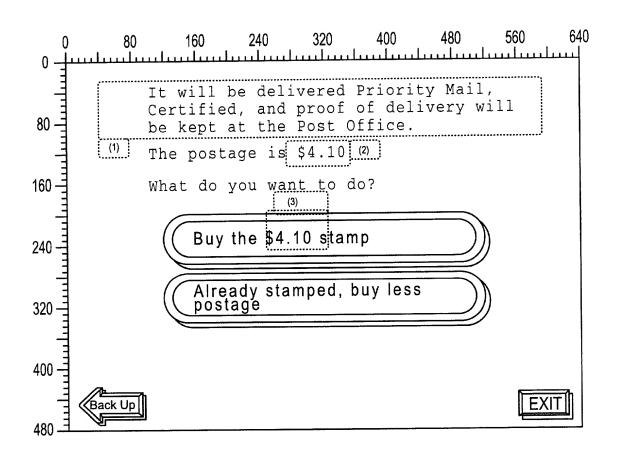


FIG. 301

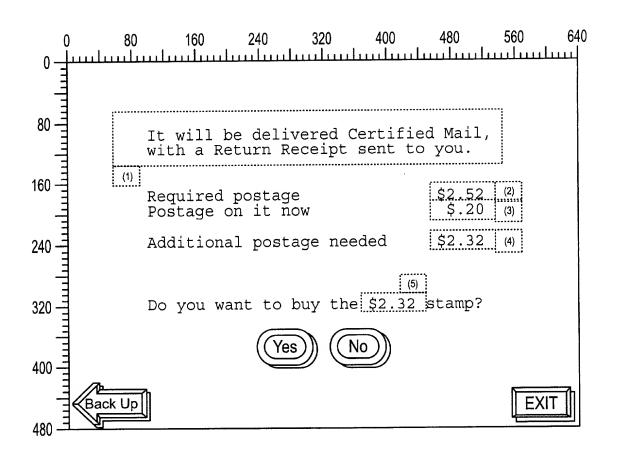


FIG. 302

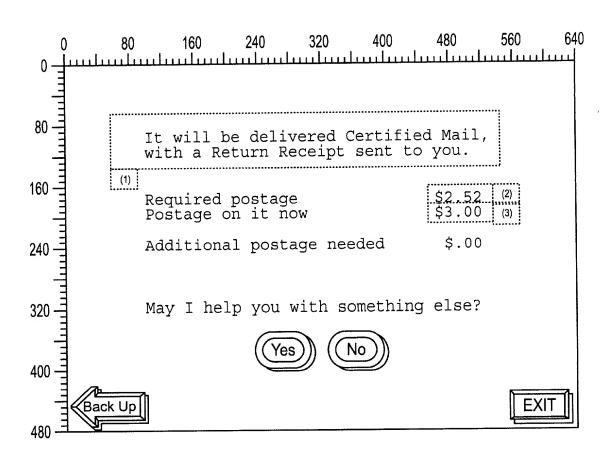


FIG. 303

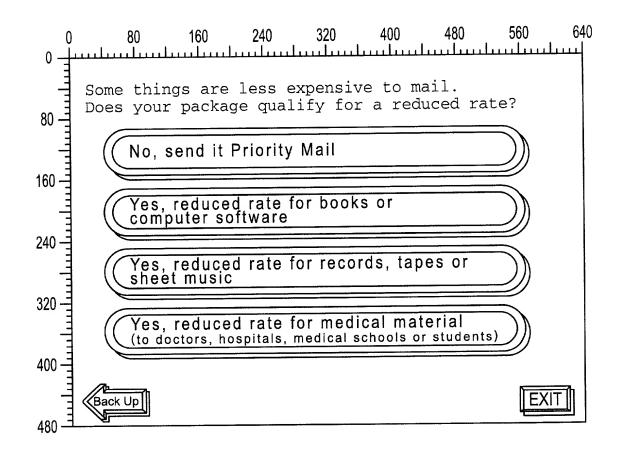


FIG. 304

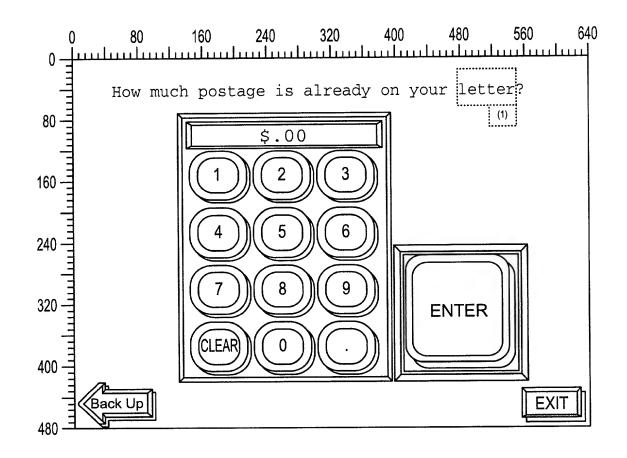


FIG. 305

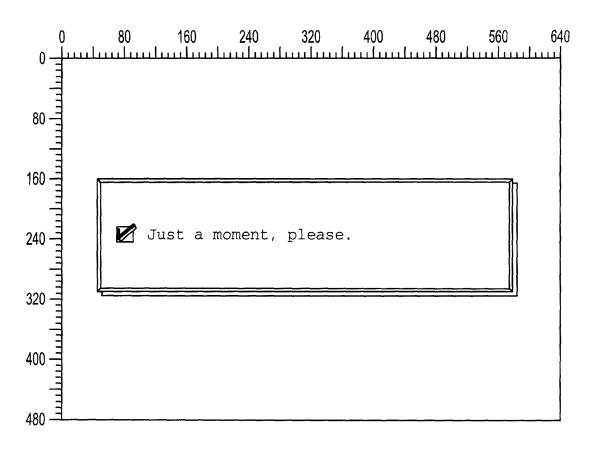


FIG. 306

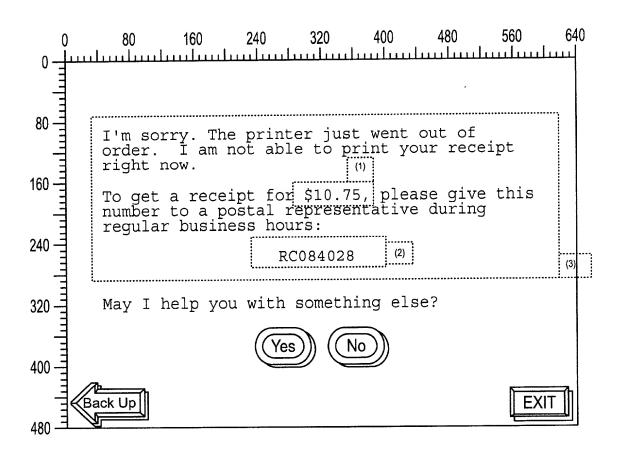


FIG. 307

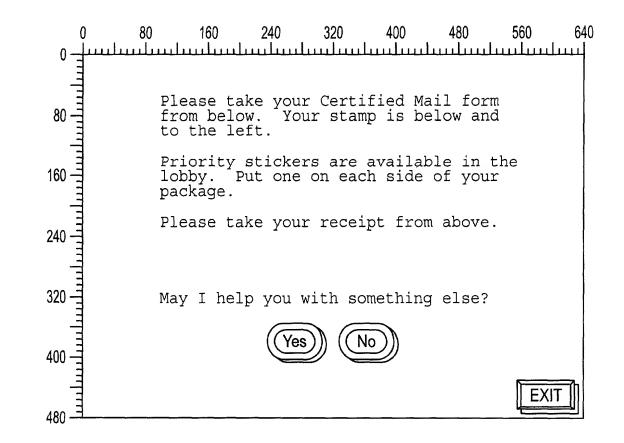


FIG. 308

E = 1

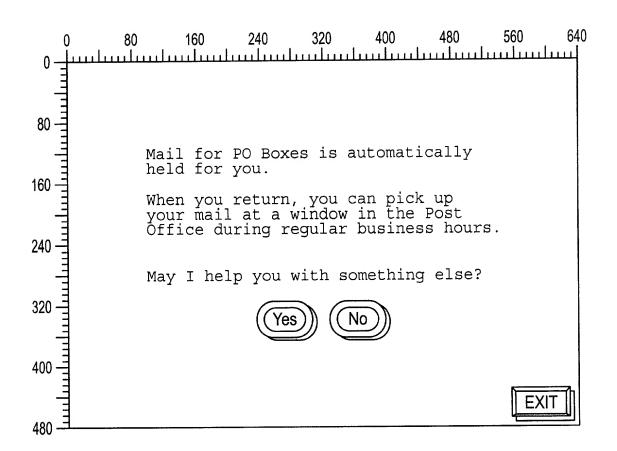


FIG. 309

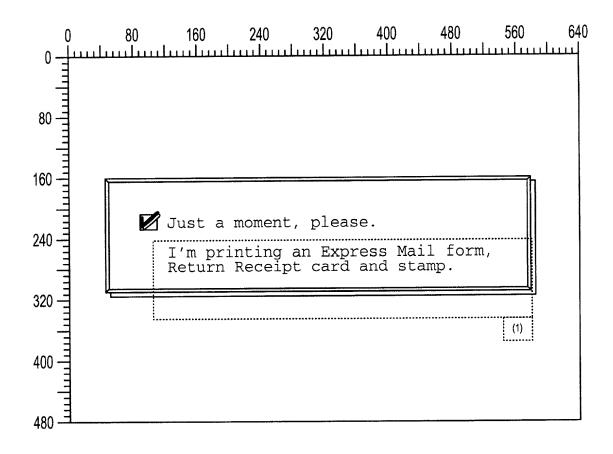


FIG. 310

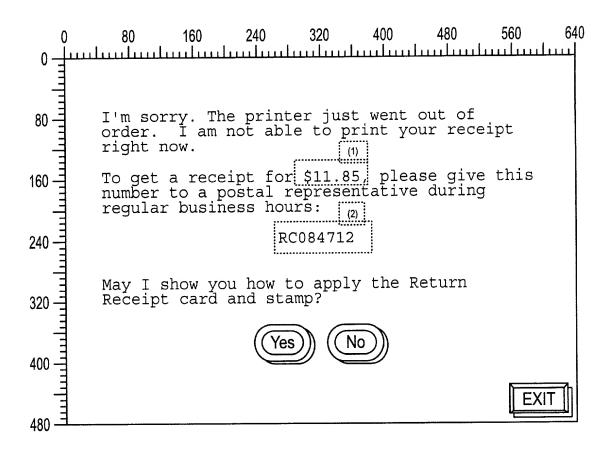


FIG. 311

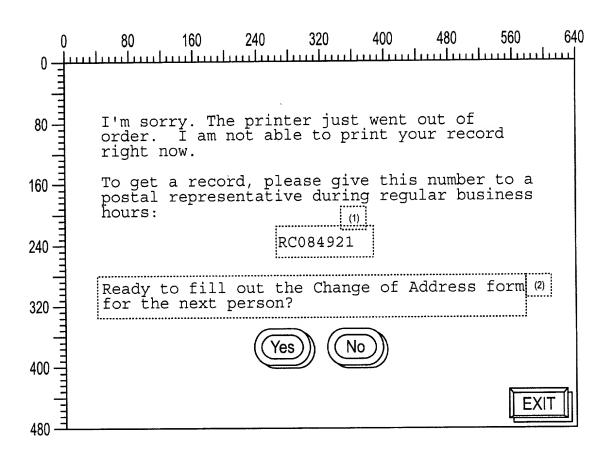


FIG. 312

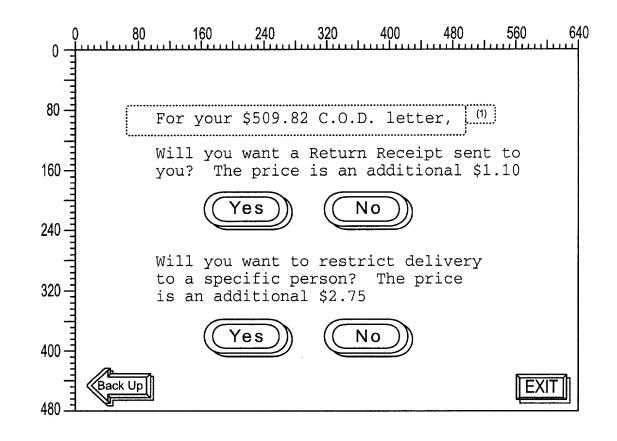


FIG. 313

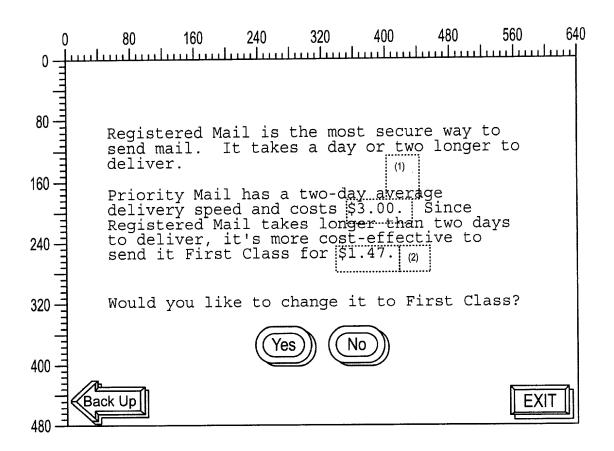


FIG. 314

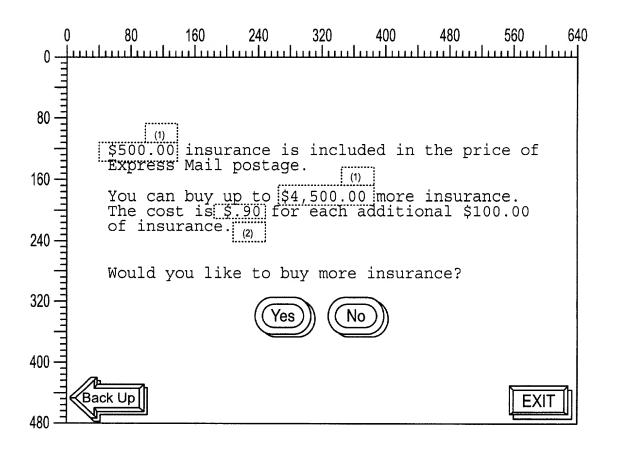


FIG. 315

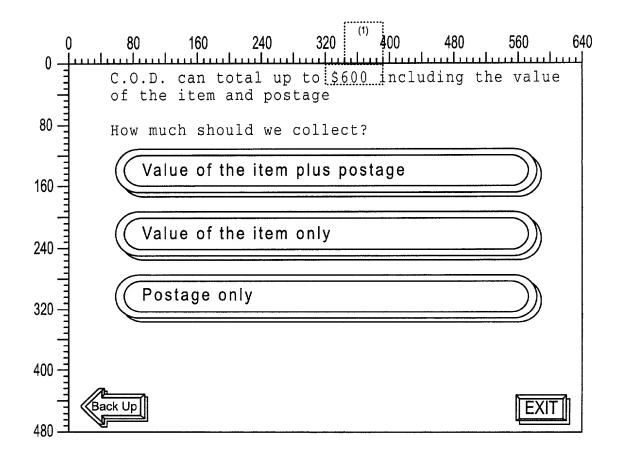


FIG. 316

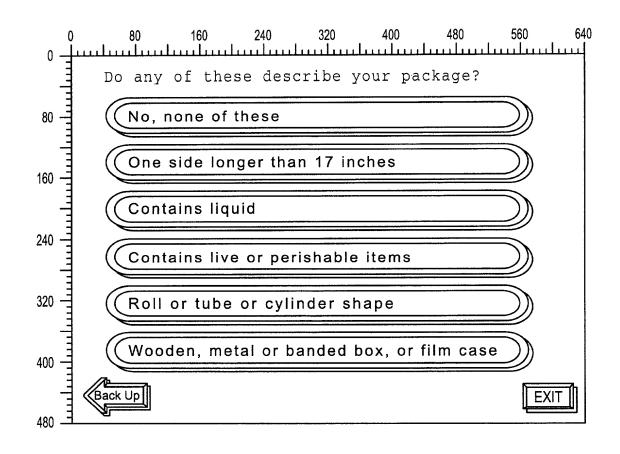


FIG. 317

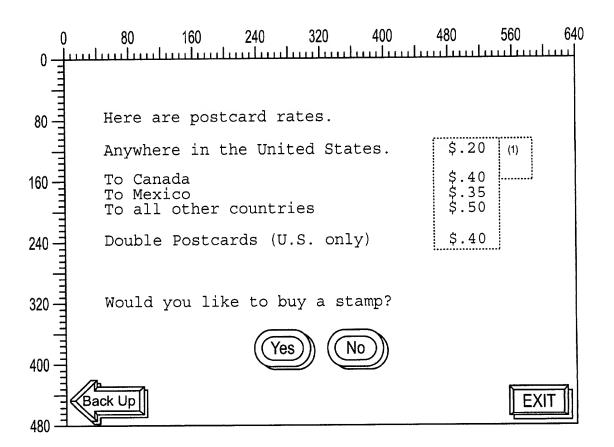


FIG. 318

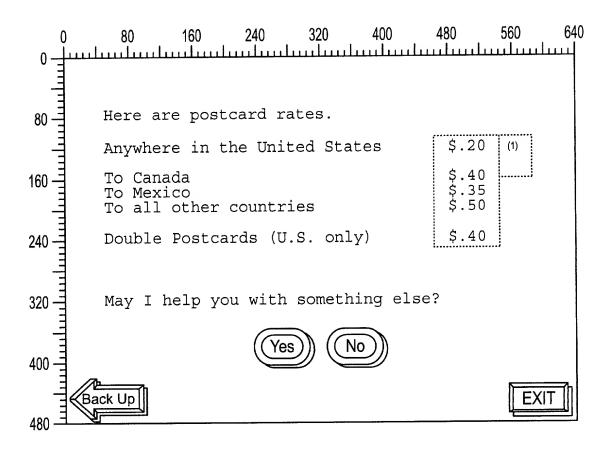


FIG. 319

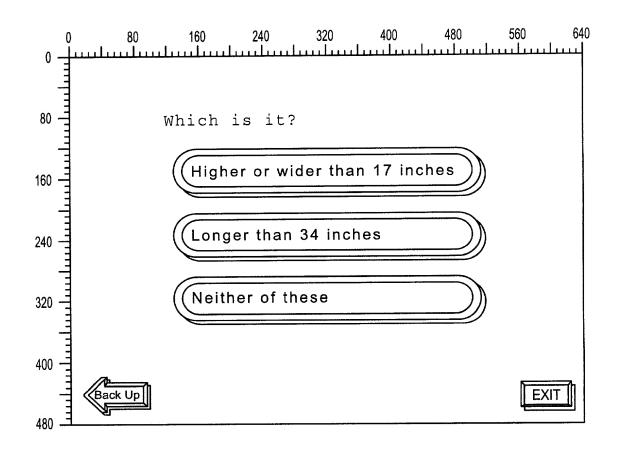


FIG. 320

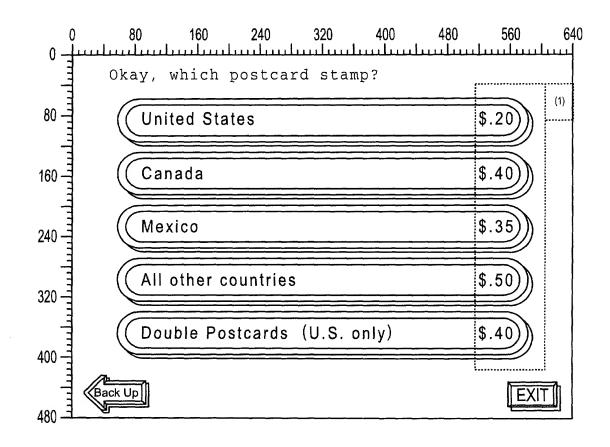


FIG. 321

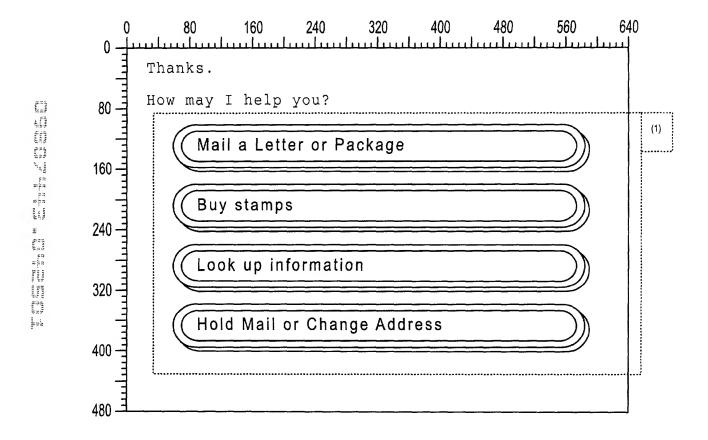


FIG. 322

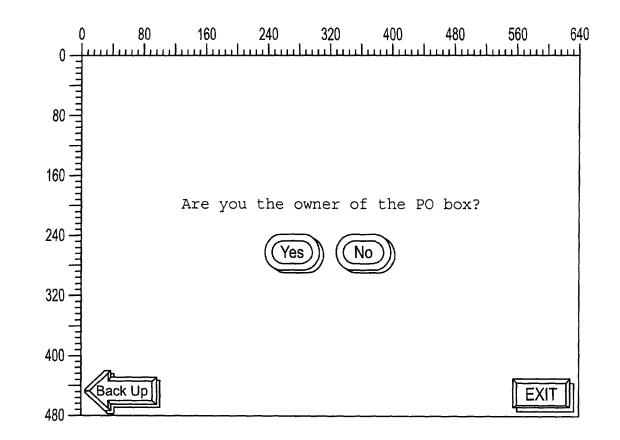


FIG. 323

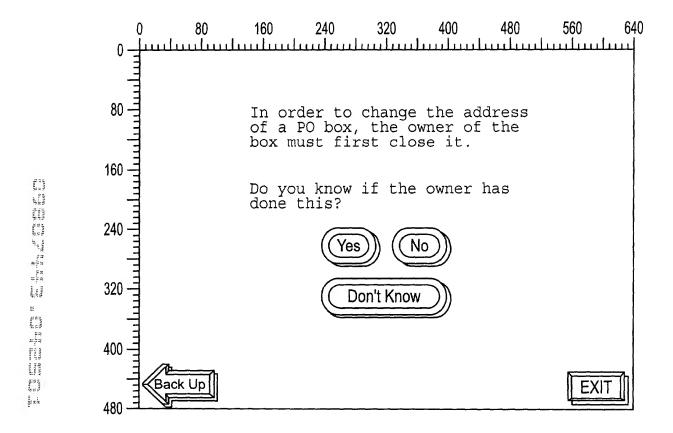


FIG. 324

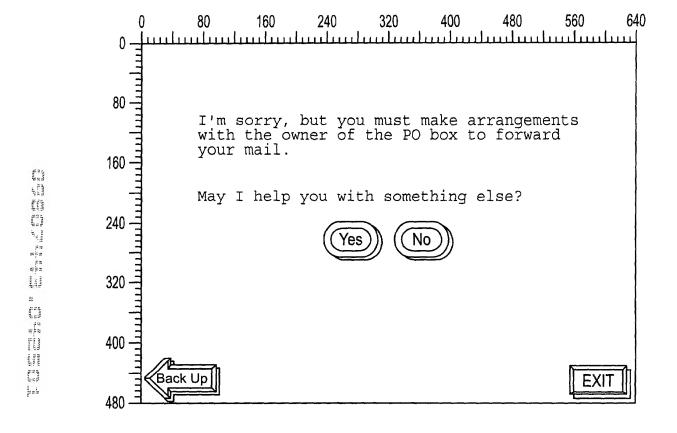


FIG. 325

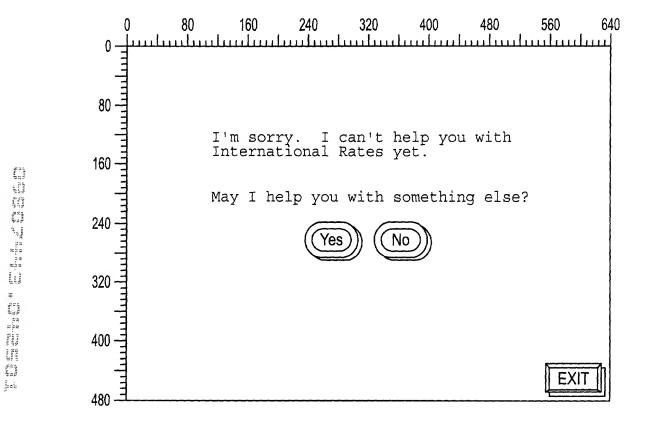


FIG. 326

ļ.

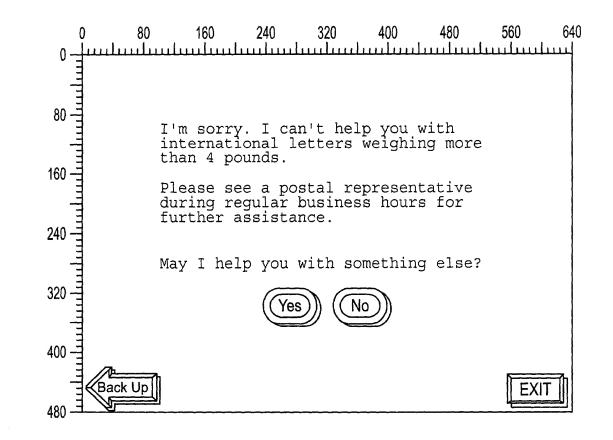


FIG. 327

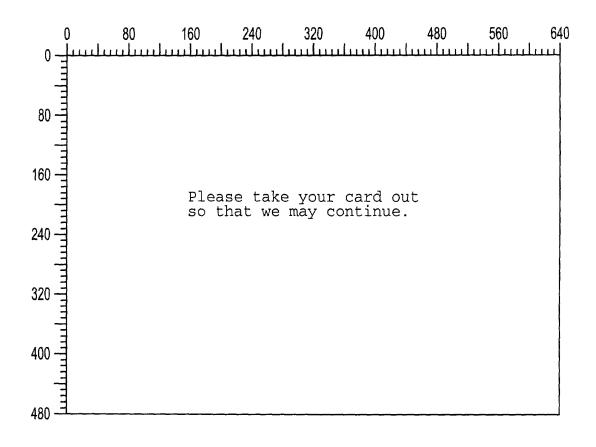


FIG. 328

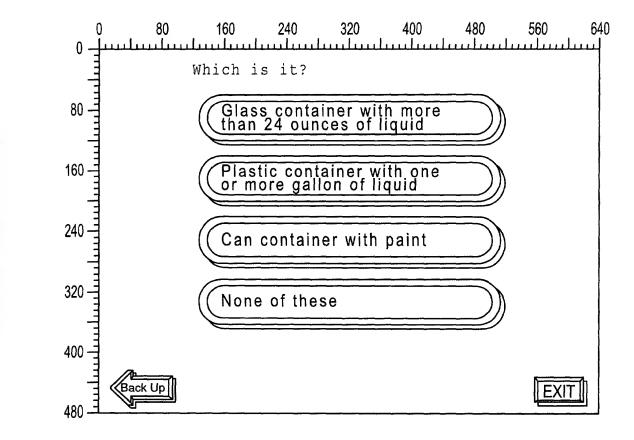


FIG. 329

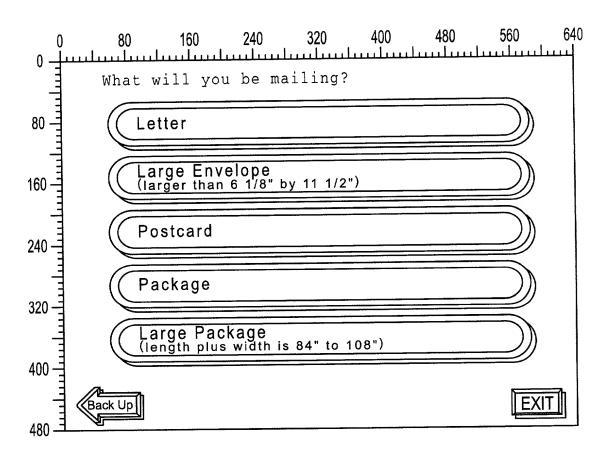


FIG. 330

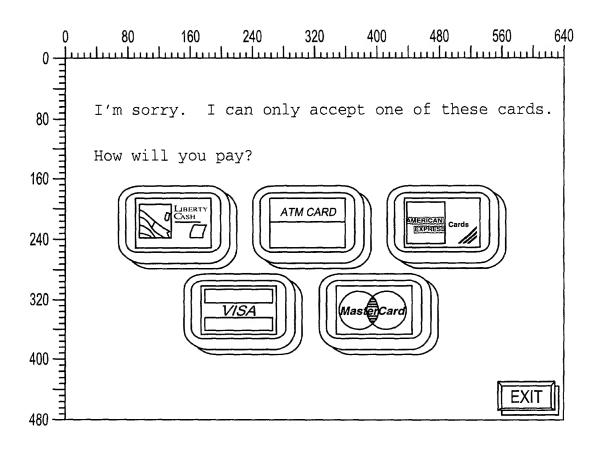


FIG. 331

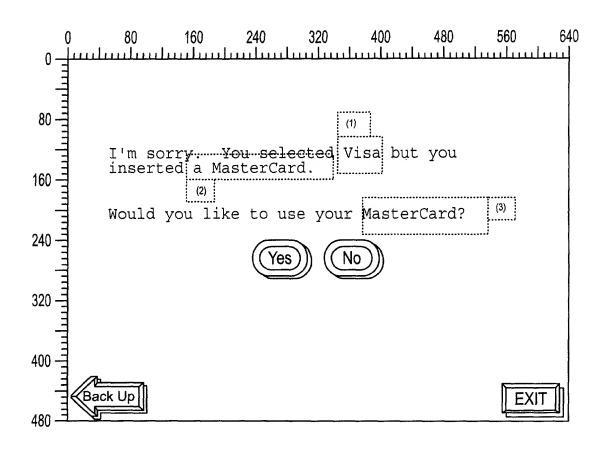


FIG. 332

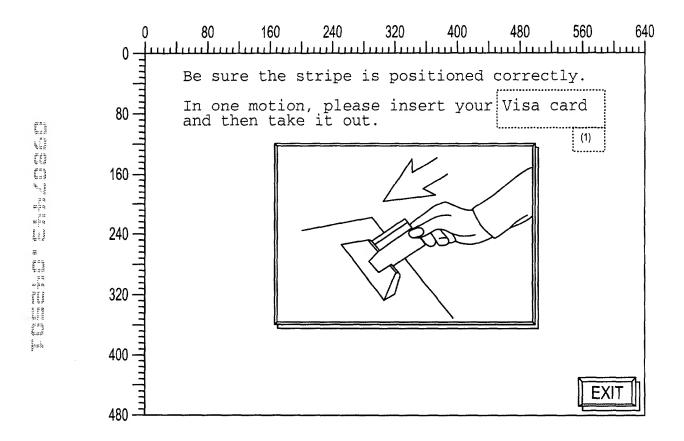


FIG. 333

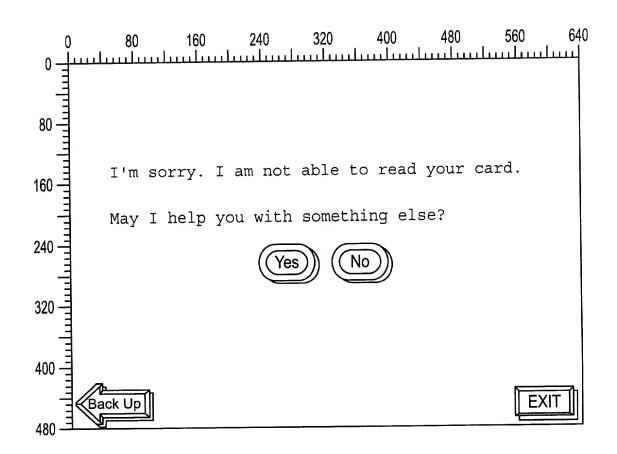


FIG. 334

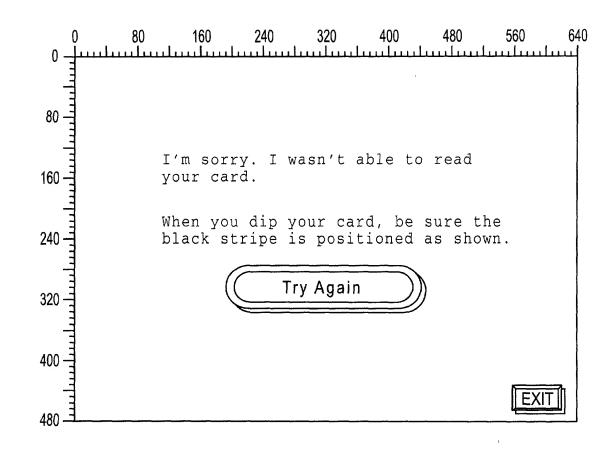


FIG. 335

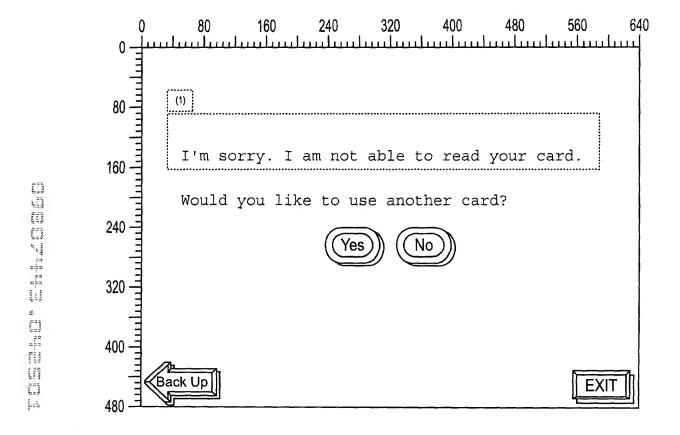


FIG. 336

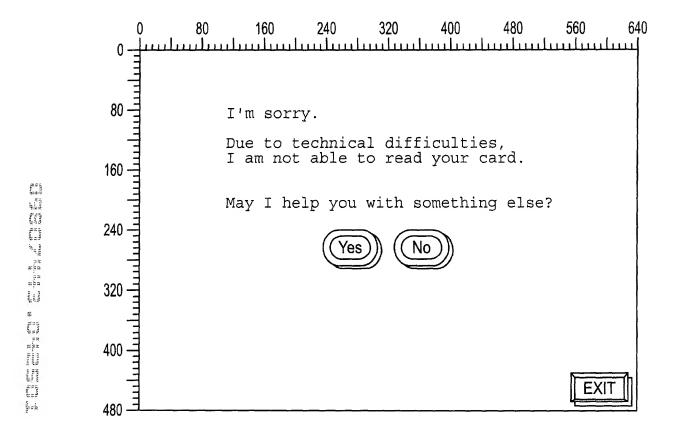


FIG. 337

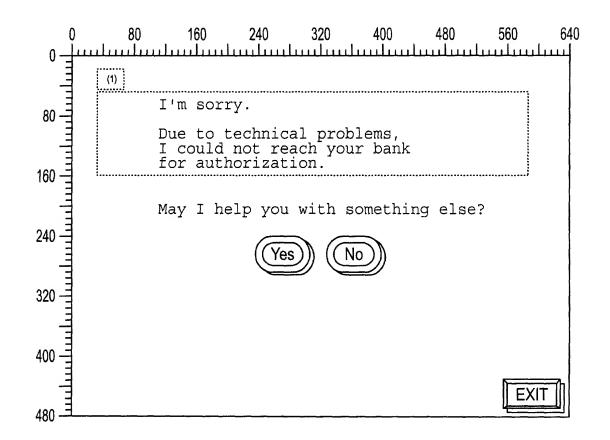


FIG. 338

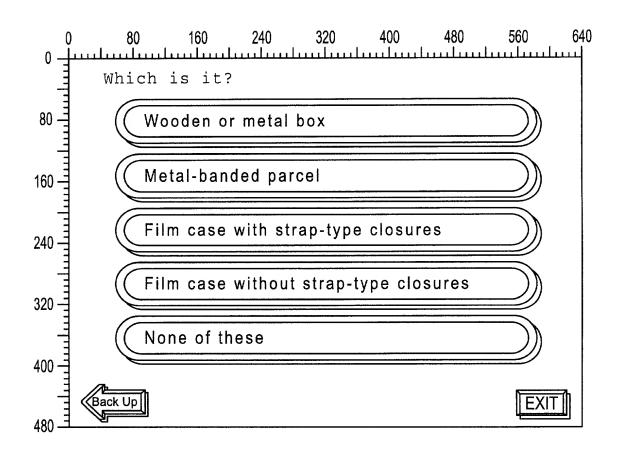


FIG. 339

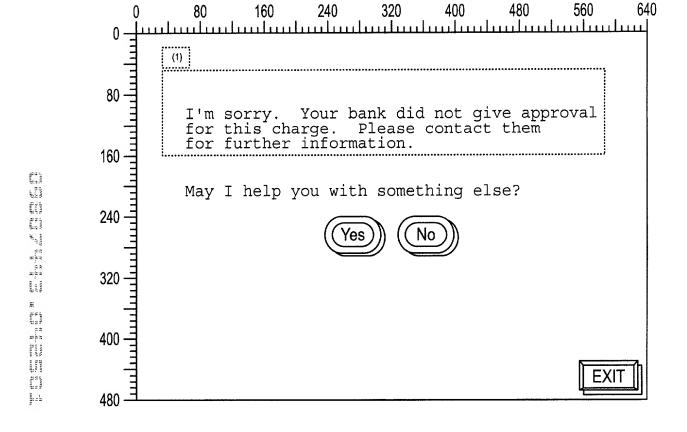


FIG. 340

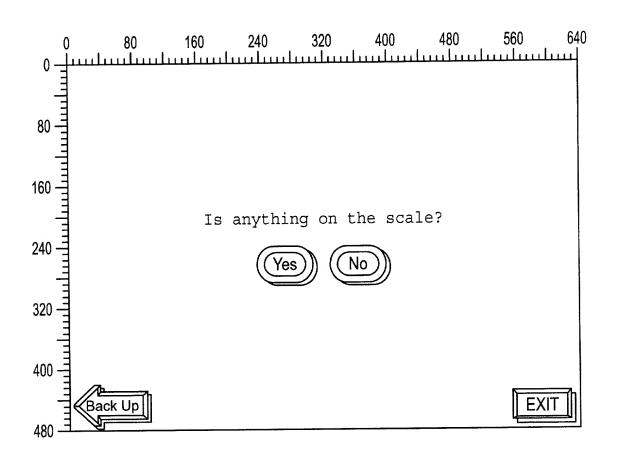


FIG. 341

640

480

FIG. 342

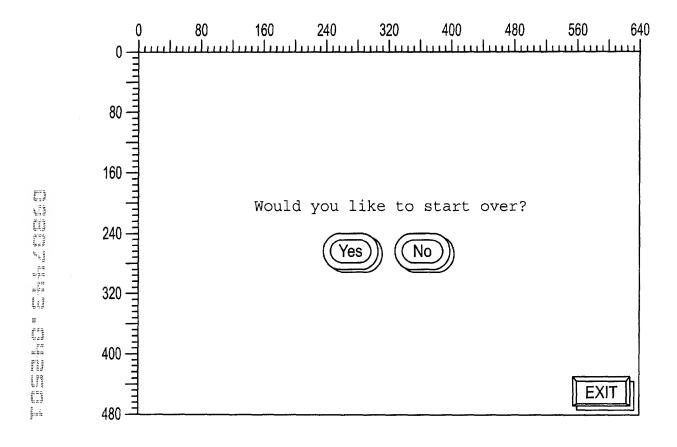


FIG. 343

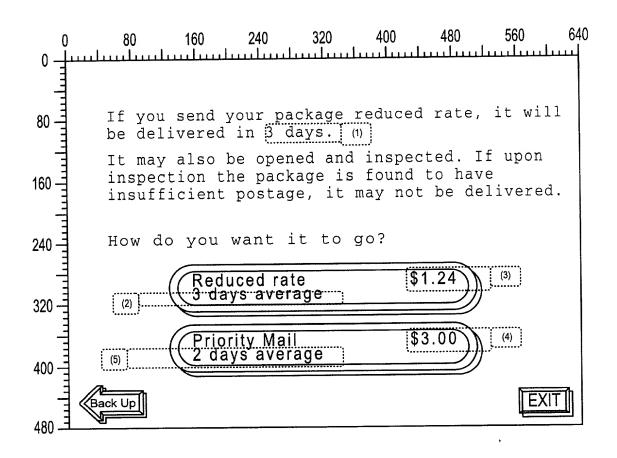


FIG. 344

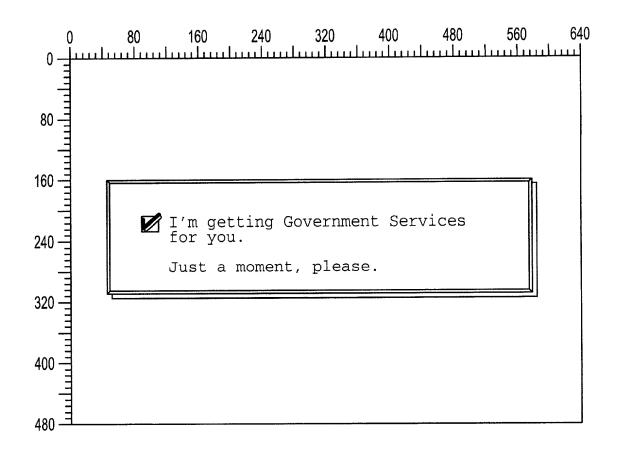


FIG. 345

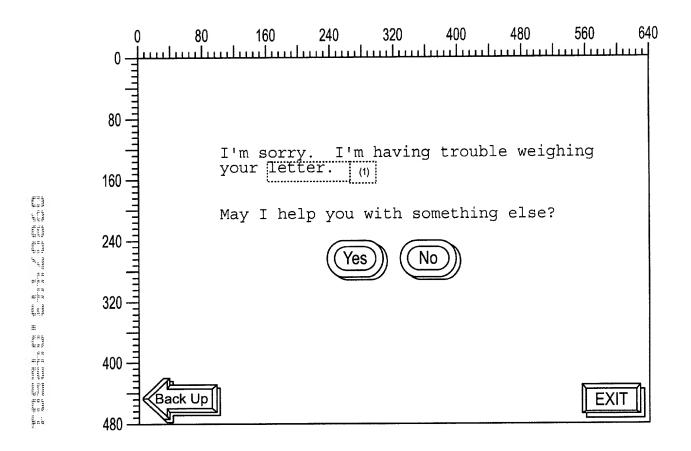


FIG. 346

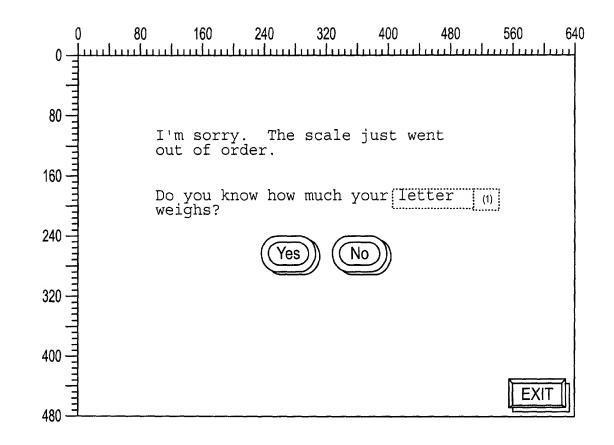


FIG. 347

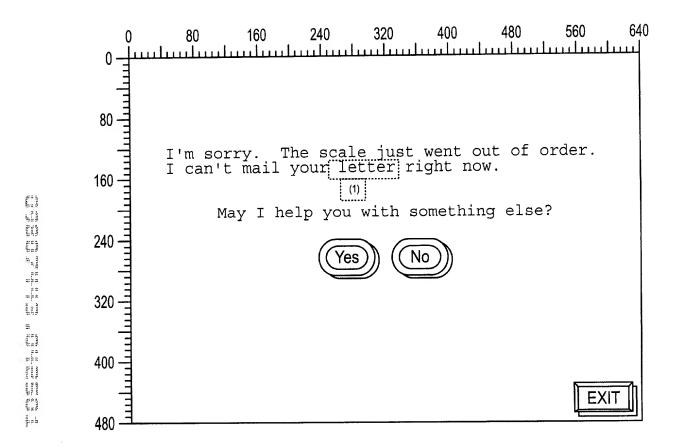


FIG. 348

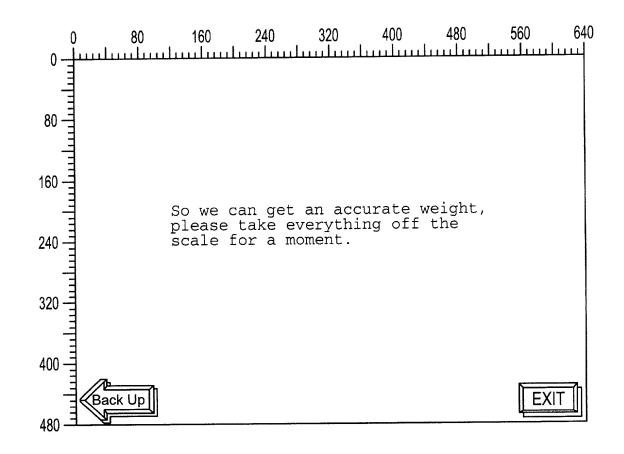


FIG. 349

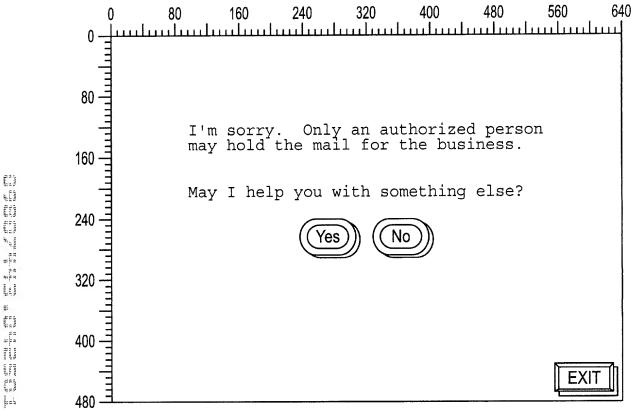


FIG. 350

Marry H. H. H. M. Healt Built this, Marry Healt and

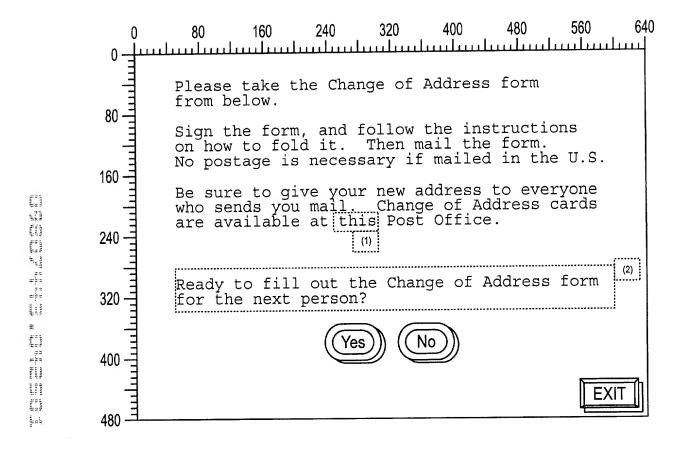


FIG. 351

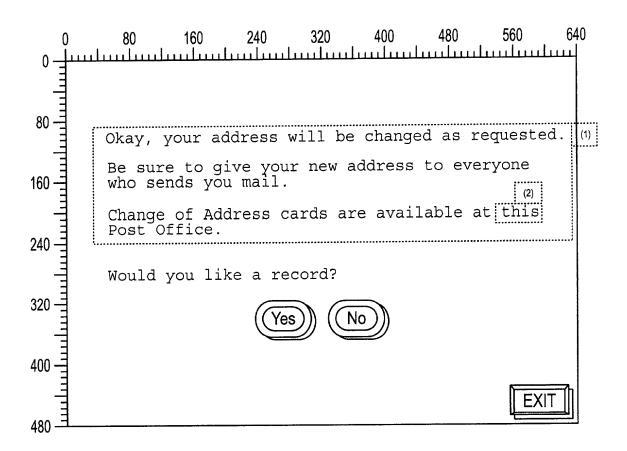


FIG. 352



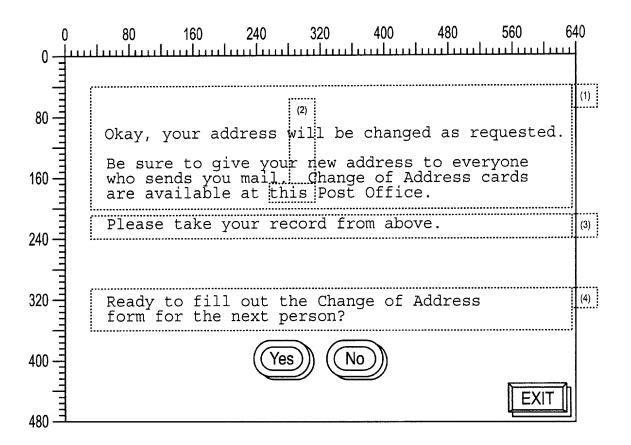


FIG. 353

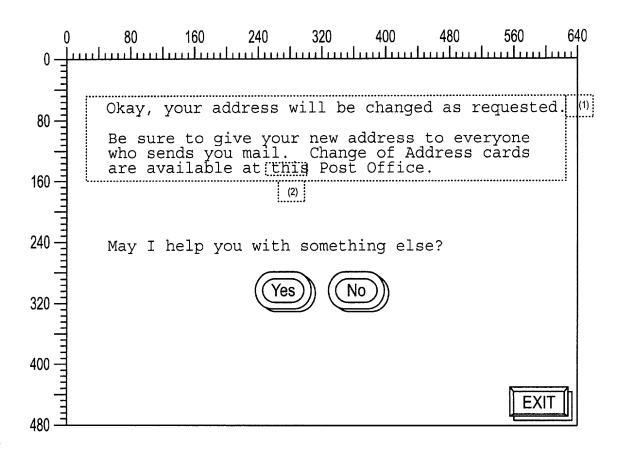


FIG. 354

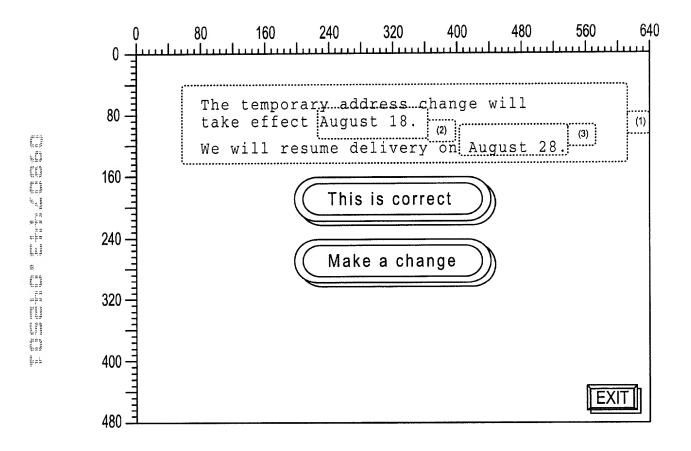


FIG. 355

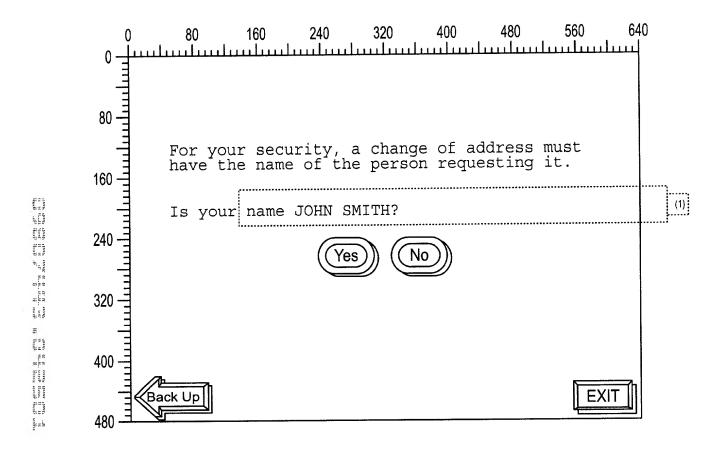


FIG. 356

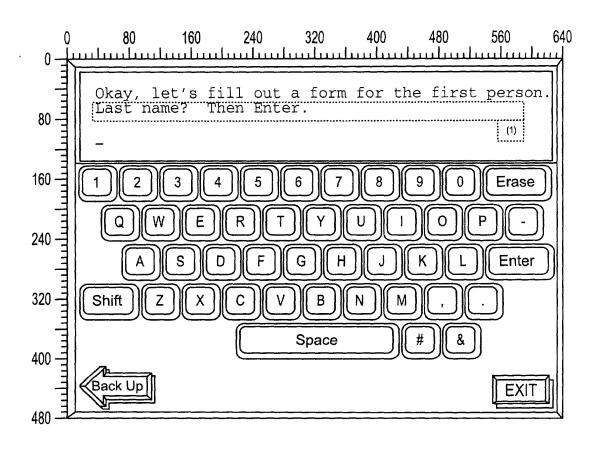


FIG. 357

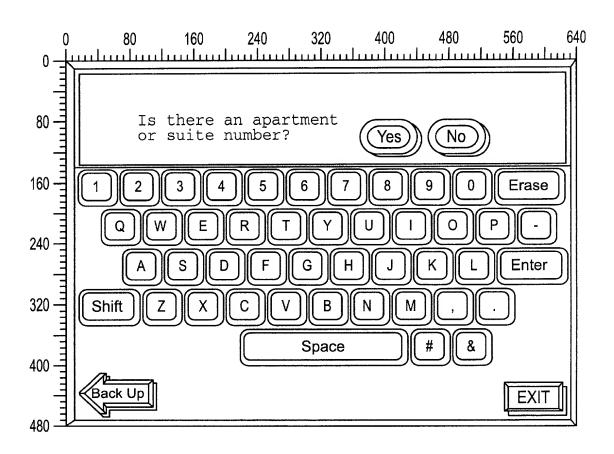


FIG. 358

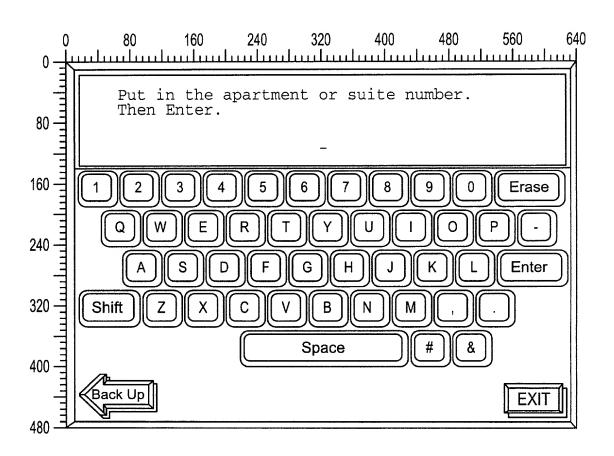


FIG. 359

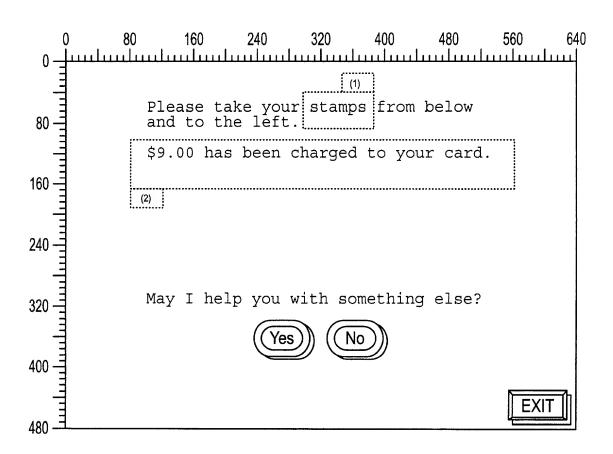


FIG. 360

How much do I pay?

Telephone Service Application

By answering as many questions below we can help find the right telephone company for you. If you have them handy, get your last phone bills out.

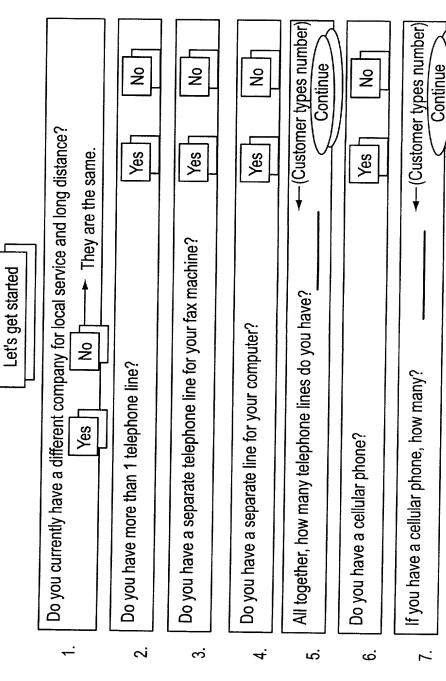
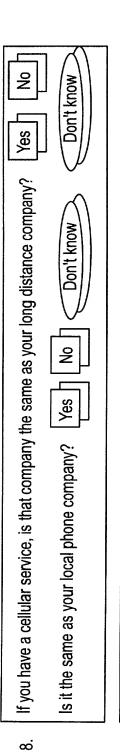
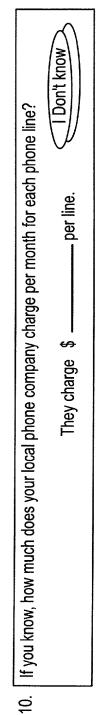


FIG. 361



Continue sbend \$ Do you know approximately how much do you spend in long distance each month? Don't know တ



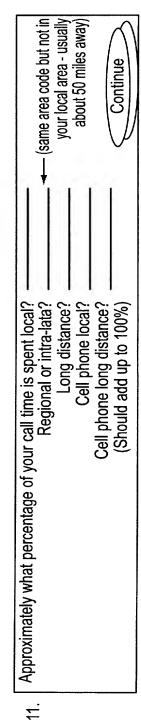




FIG. 362

Based on your answers we have the following information that you should look at:

Your current local company charges \$25.50 per line. That comes to: \$127.50 AT&T only charges \$16.50. You have 5 telephone lines.

You save \$ 45.00 per month for line charges.

AT&T also offers cellular and long distance.

Long Distance .9 per minute

Your Company .10 per minute

Your average long distance per month \$200.00 AT&T would be \$180.00 You would save \$20.00 per month

Call 800-222-0400 to switch

You average 2000 minutes of long distance per month

Bell Atlantic's charge per line is \$ 24.59 per line.

Bell Atlantic's long distance charge is

You will save \$ 4.55 per month

Average Bell Atlantic would be

You pay (average) You would save

That comes to: \$ 122.95

.6 per minute Long distance Your Company .10 per minute

\$ 120.00 \$ 200.00 \$ 80.00 per month

2000 minutes of long distance per month You average Call 800-222-0400 to switch

FIG. 363